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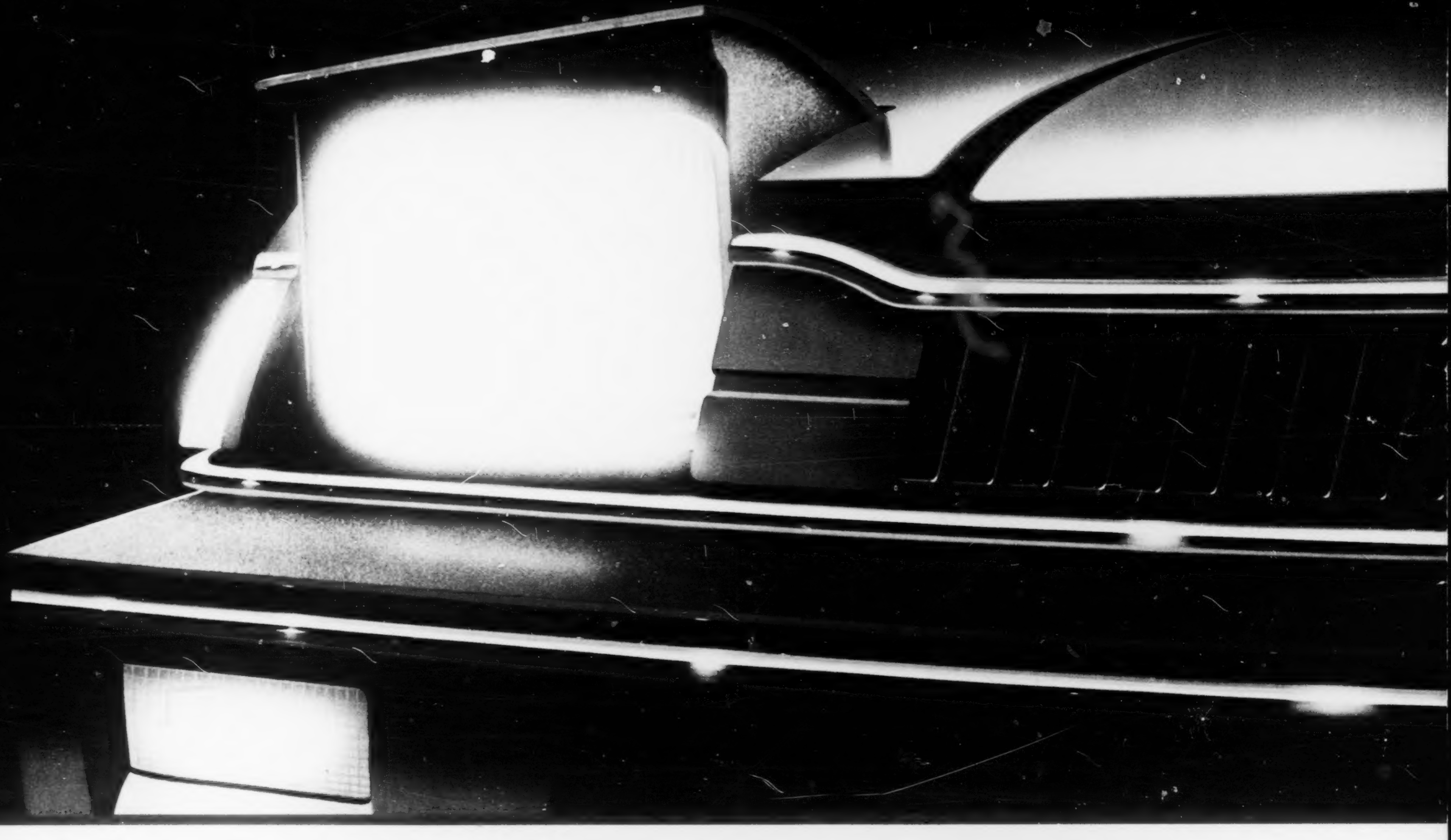
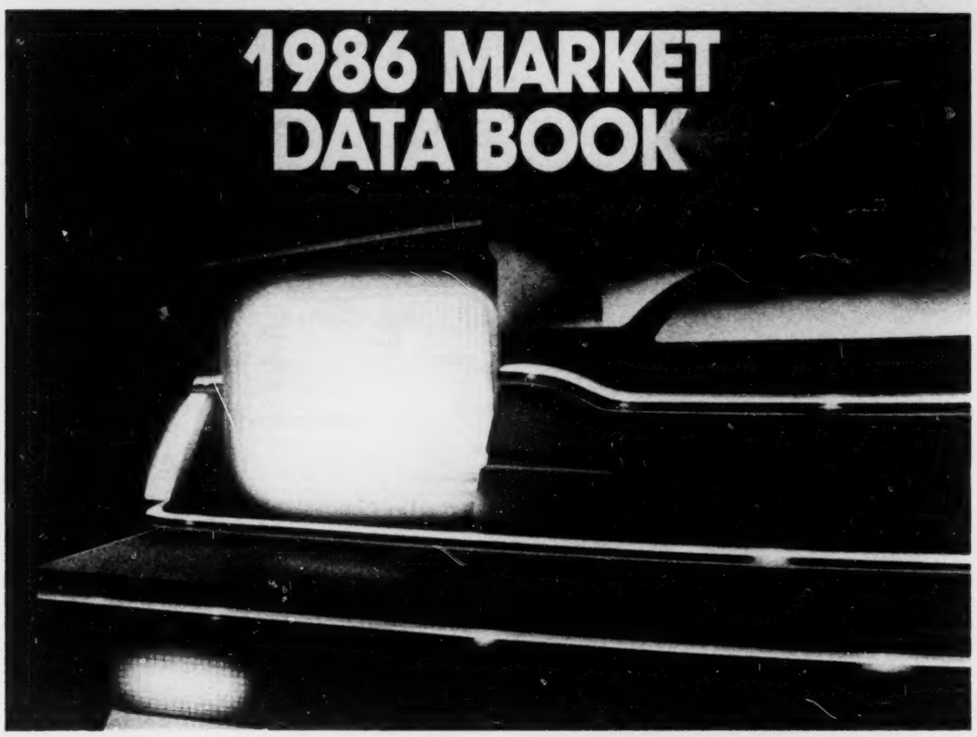
# 1986 MARKET DATA BOOK



PRODUCTION ■ SUPPLIERS
PRICES ■ PRODUCTS/SPECIFICATIONS
MANUFACTURERS ■ DEALERS
DIRECTORIES ■ OPTIONS/EQUIPMENT
SALES/REGISTRATIONS ■ ET CETERA



# 1986 MARKET DATA BOOK

*COVER ILLUSTRATION BY DAVID N. FRASER*

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The U.S. wasn't the only country whose auto makers posted production gains last year. Here are the global totals.

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# PRODUCTION

All points of the globe saw increases in car production for 1985. Especially noticeable were increases in countries down under and in the Far East.

Australia posted the biggest gain of 1985 with a 72-percent increase from the previous year. In the Far East, South Korea wasn't far behind Australia's performance.

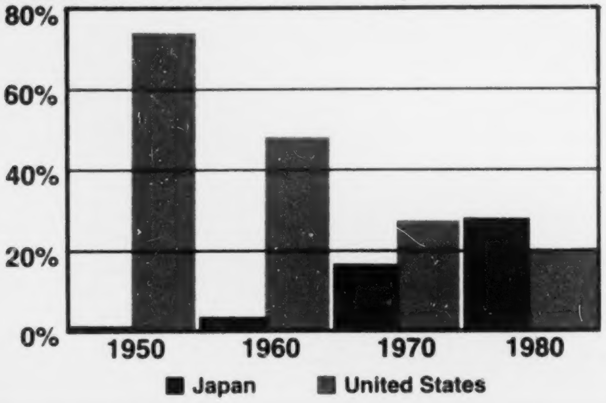
Although Korea's 1985 volume was a small 378,162 units compared with the world's biggest producers, it increased 58.35 percent from 1984. Korea has made steady gains since the mid-'60s.

North America production climbed 6.3 percent in 1985 with Canada reaching an all-time high 1,936,511. The U.S. had a strong showing with 11,671,475 units manufactured in 1985, second only to Japan's 12,271,083 units.

Most of Western Europe showed increases in 1985. Of six Western European countries, four posted gains. France and Italy lost ground to the others. After a slow year in 1984, Spain rebounded in 1985 for a 35-percent increase.

Among the leading manufacturers worldwide, Renault fell behind as Chrysler and Volkswagen moved ahead in 1985. Honda dropped behind Mazda while General Motors, Ford and Toyota continued to command the top three positions. ■

## PERCENT OF WORLD PRODUCTION, JAPAN vs. U.S.



## 12 LEADING MOTOR VEHICLE PRODUCERS WORLDWIDE

| | 1985 | 1984 | 1983 | 1982 | 1981 |
|---|---|---|---|---|---|
| General Motors | 8,467,577 | 8,256,000 | 7,769,000 | 6,244,000 | 6,762,000 |
| Ford Motor Co. | 5,550,500 | 5,584,651 | 4,934,231 | 4,267,587 | 4,402,462 |
| Toyota | 3,540,646 | 3,429,249 | 3,182,614 | 3,155,784 | 3,254,942 |
| Nissan | 2,500,088 | 2,481,686 | 2,462,436 | 2,557,269 | 2,811,580 |
| Volkswagen | 2,389,000 | 2,148,000 | 2,060,992 | 2,039,869 | 2,196,000 |
| Chrysler Corp. | 1,926,113 | 1,887,473 | 1,338,972 | 1,006,245 | 1,082,500 |
| Renault | 1,674,549 | 2,362,300 | 2,780,816 | 1,992,985 | 1,527,000 |
| Fiat | 1,631,054 | 1,409,000 | 1,441,870 | 1,335,187 | 1,364,000 |
| Peugeot-Citroen | 1,626,000 | 1,634,000 | 1,737,012 | 1,616,393 | 1,585,000 |
| Honda | 1,363,491 | 1,304,833 | 1,087,775 | 1,020,698 | 1,045,000 |
| Mazda | 1,330,211 | 1,336,100 | 1,261,350 | 1,202,583 | 1,230,000 |
| Mitsubishi | 1,236,351 | 1,165,500 | 1,018,403 | 1,024,243 | 1,095,000 |

## WORLD VEHICLE PRODUCTION SINCE WORLD WAR II, CARS AND TRUCKS

| Year | Australia | Brazil | Canada | France | Italy | Japan | Korea | Mexico | Spain | Sweden | UK | U.S. | USSR | W. Germany | World Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1985 | 695,856 | 961,775 | 1,936,511 | 3,016,107 | 1,572,907 | 12,271,083 | 378,162 | 391,513 | 1,230,071 | 461,000 | 1,311,256 | 11,671,475 | N.A. | 4,445,920 | — |
| 1984 | 405,084 | 831,237 | 1,877,966 | 3,062,152 | 1,594,788 | 11,392,711 | 238,807 | 343,698 | 909,270 | 403,940 | 1,106,337 | 10,924,077 | 2,136,400 | 4,001,273 | 41,771,874 |
| 1983 | 368,267 | 694,061 | 1,523,324 | 3,335,862 | 1,575,151 | 11,055,711 | 197,876 | 285,485 | 1,288,721 | 396,697 | 1,289,111 | 9,512,781 | 2,094,000 | 4,083,055 | 39,749,897 |
| 1982 | 408,570 | 860,593 | 1,270,012 | 3,148,807 | 1,453,043 | 10,731,794 | 163,484 | 472,637 | 1,069,507 | 349,066 | 1,156,477 | 6,876,034 | 2,172,700 | 4,062,655 | 36,112,594 |
| 1981 | 391,614 | 779,836 | 1,198,416 | 3,019,370 | 1,433,743 | 11,179,962 | 133,905 | 597,118 | 987,474 | 313,679 | 1,184,205 | 7,981,167 | 2,197,500 | 3,897,007 | 37,230,055 |
| 1980 | 364,109 | 1,165,207 | 1,373,054 | 3,378,433 | 1,611,856 | 11,042,884 | 123,135 | 490,006 | 1,181,659 | 298,400 | 1,312,904 | 8,010,374 | 2,199,200 | 3,878,553 | 38,513,635 |
| 1979 | 461,468 | 1,127,966 | 1,602,369 | 3,613,458 | 1,632,289 | 9,635,546 | 204,447 | 444,426 | 1,122,918 | 354,820 | 1,478,512 | 11,391,867 | 2,173,200 | 4,249,725 | 41,518,599 |
| 1978 | 384,966 | 1,062,197 | 1,805,737 | 3,507,930 | 1,656,115 | 9,269,153 | 156,418 | 384,128 | 1,143,831 | 305,534 | 1,607,467 | 12,830,046 | 2,150,984 | 4,186,364 | 42,299,436 |
| 1977 | 452,592 | 919,242 | 1,698,904 | 3,507,881 | 1,583,917 | 8,514,522 | 83,000 | 280,813 | 1,129,700 | 286,091 | 1,714,020 | 12,727,243 | 2,088,369 | 4,104,216 | 40,946,772 |
| 1976 | 456,216 | 985,469 | 1,640,912 | 3,402,715 | 1,596,677 | 7,841,447 | 48,292 | 324,979 | 866,240 | 367,780 | 1,705,506 | 11,484,169 | 2,024,660 | 3,868,089 | 38,341,012 |
| 1975 | 456,167 | 929,805 | 1,446,330 | 2,861,305 | 1,458,629 | 6,941,591 | 36,264 | 360,678 | 814,164 | 366,753 | 1,648,399 | 8,991,091 | 1,964,056 | 3,186,208 | 32,998,363 |
| 1974 | 489,339 | 858,479 | 1,481,595 | 3,462,847 | 1,772,515 | 6,551,840 | 30,290 | 350,755 | 837,414 | 368,359 | 1,936,685 | 10,052,265 | 1,846,000 | 3,099,777 | 34,732,826 |
| 1973 | 454,190 | 729,135 | 1,587,500 | 3,569,179 | 1,957,994 | 7,082,757 | 26,314 | 285,513 | 822,020 | 378,042 | 2,163,941 | 12,674,613 | 1,602,000 | 3,949,065 | 39,917,733 |
| 1972 | 466,197 | 608,985 | 1,459,695 | 3,328,320 | 1,839,793 | 6,294,438 | 18,648 | 229,766 | 695,217 | 350,989 | 2,329,430 | 11,299,236 | 1,379,000 | 3,815,982 | 35,577,783 |
| 1971 | 470,122 | 516,038 | 1,372,328 | 3,010,294 | 1,817,019 | 5,810,774 | 23,002 | 210,840 | 532,358 | 317,295 | 2,198,146 | 10,655,574 | 1,142,700 | 3,982,722 | 33,423,579 |
| 1970 | 473,790 | 416,047 | 1,157,476 | 2,750,086 | 1,854,252 | 5,289,157 | 28,819 | 192,841 | 536,026 | 310,887 | 2,098,498 | 8,266,718 | 916,118 | 3,842,247 | 29,403,479 |
| 1969 | 451,917 | 349,519 | 1,350,708 | 2,459,072 | 1,595,951 | 4,674,932 | 30,994 | 165,164 | 454,571 | 271,440 | 2,182,793 | 10,181,263 | 844,300 | 3,604,567 | 29,809,527 |
| 1968 | 418,307 | 278,473 | 1,169,498 | 2,075,617 | 1,663,648 | 4,085,826 | 17,657 | 143,478 | 393,433 | 244,786 | 2,225,122 | 10,797,851 | 800,900 | 3,106,958 | 28,356,002 |
| 1967 | 366,547 | 225,418 | 939,635 | 2,009,672 | 1,542,669 | 3,146,486 | 6,604 | 126,365 | 361,637 | 214,650 | 1,937,199 | 8,996,490 | 728,800 | 2,482,319 | 24,022,706 |
| 1966 | 343,929 | 224,574 | 896,119 | 2,024,552 | 1,365,898 | 2,286,399 | 3,430 | 113,807 | 340,418 | 199,910 | 2,042,354 | 10,363,418 | 675,300 | 3,050,708 | 24,851,947 |
| 1965 | 407,569 | 185,187 | 852,274 | 1,641,696 | 1,175,548 | 1,875,614 | 141 | 96,654 | 228,935 | 205,717 | 2,177,261 | 11,118,020 | 634,312 | 2,976,477 | 24,266,799 |
| 1964 | 411,750 | 183,707 | 668,508 | 1,615,896 | 1,090,078 | 1,702,475 | 249 | 90,752 | 178,128 | 184,184 | 2,332,376 | 9,304,403 | 603,100 | 2,909,657 | 21,727,002 |
| 1963 | 374,058 | 174,191 | 631,356 | 1,736,977 | 1,180,536 | 1,283,531 | 1,254 | 69,135 | 131,988 | 167,850 | 2,011,720 | 9,108,305 | 587,012 | 2,667,896 | 20,373,248 |
| 1962 | 329,629 | 191,194 | 505,187 | 1,536,133 | 946,793 | 990,706 | 1,777 | 66,637 | 100,163 | 151,568 | 1,674,530 | 8,191,494 | 577,500 | 2,356,612 | 17,999,263 |
| 1961 | 231,651 | 145,584 | 386,923 | 1,244,223 | 759,140 | 813,879 | — | 62,563 | 75,000 | 131,755 | 1,464,134 | 6,650,282 | 555,330 | 2,147,825 | 15,228,245 |
| 1960 | 326,250 | 133,041 | 397,739 | 1,369,210 | 644,633 | 481,551 | — | 49,807 | 58,209 | 128,527 | 1,810,700 | 7,901,502 | 523,591 | 2,055,149 | 16,488,340 |
| 1959 | 263,592 | 96,114 | 367,939 | 1,283,159 | 500,784 | 262,814 | — | 51,118 | 56,800 | 112,394 | 1,560,427 | 6,723,204 | 494,994 | 1,718,566 | 13,916,125 |
| 1958 | 241,324 | 60,983 | 356,418 | 1,127,549 | 403,560 | 188,303 | — | 38,955 | 31,050 | 91,179 | 1,365,407 | 5,114,807 | 511,074 | 1,495,256 | 11,289,036 |
| 1957 | 213,620 | 30,542 | 413,577 | 927,956 | 351,815 | 181,977 | — | 41,106 | 30,436 | 71,654 | 1,149,095 | 7,220,431 | 495,408 | 1,212,232 | 12,399,816 |
| 1956 | 204,176 | — | 471,350 | 827,079 | 315,802 | 111,066 | — | 39,387 | 4,500 | 57,274 | 1,004,544 | 6,905,458 | 464,632 | 1,075,619 | 11,675,203 |
| 1955 | 218,004 | — | 452,114 | 725,061 | 268,766 | 68,932 | — | 32,275 | 3,972 | 50,299 | 1,237,068 | 9,204,049 | 445,268 | 908,742 | 13,628,103 |
| 1954 | 200,605 | — | 352,109 | 600,040 | 216,715 | 70,073 | — | 33,380 | 620 | 44,735 | 1,037,879 | 6,536,729 | 403,873 | 680,597 | 10,348,996 |
| 1953 | 159,307 | — | 486,049 | 497,348 | 174,320 | 49,778 | — | 35,709 | 600 | 29,427 | 834,275 | 7,349,123 | 354,175 | 490,681 | 10,436,544 |
| 1952 | 116,293 | — | 434,102 | 498,962 | 138,446 | 38,966 | — | 46,987 | 400 | 21,233 | 689,658 | 5,561,796 | 307,936 | 428,383 | 8,324,023 |
| 1951 | 129,259 | — | 415,420 | 445,655 | 145,533 | 38,490 | — | 46,081 | 308 | 22,950 | 733,883 | 6,757,014 | 288,683 | 374,151 | 9,352,635 |
| 1950 | 126,721 | — | 387,726 | 357,552 | 127,847 | 31,597 | — | 21,575 | 253 | 17,553 | 783,677 | 8,005,859 | 362,895 | 306,064 | 10,577,426 |
| 1949 | — | — | 290,664 | 285,641 | 86,054 | 28.700 | — | — | 486 | 11,069 | 628,196 | 6,243,834 | 275,992 | 163,583 | 8,044,190 |
| 1948 | — | — | 261,009 | 198,372 | 59,953 | 20,367 | — | — | 760 | 9,497 | 507,608 | 5,220,755 | 197,056 | 61,294 | 6,564,946 |
| 1947 | — | — | 242,107 | 137,383 | 43,736 | 11,320 | — | — | — | 9,287 | 441,284 | 4,795,587 | 132,968 | 23,343 | 5,853,636 |
| 1946 | — | — | 170,695 | 96,062 | 28,983 | 14,921 | — | — | — | 7,336 | 359,634 | 3,100,820 | 102,171 | 30,671 | 3,913,410 |

NOTE: Totals do not add because of double counting of CKD kits and production in other countries. 1985 World Total was not available as of press time.

SOURCES: Automotive News, MVMA, Automotive Industry Data, Ltd., JAMA

# PRODUCTION

## WORLD CAR AND TRUCK PRODUCTION BY COUNTRY: 1985 vs. 1984

| | Cars | | Trucks* | | Total | |
|---|---|---|---|---|---|---|
| | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 |
| **North America** | | | | | | |
| United States | 8,186,040 | 7,777,721 | 3,485,435 | 3,146,356 | 11,671,475 | 10,924,077 |
| Canada | 1,090,983 | 1,062,183 | 845,528 | 815,783 | 1,936,511 | 1,877,966 |
| TOTAL | 9,277,023 | 8,839,904 | 4,330,963 | 3,962,139 | 13,607,986 | 12,802,043 |
| **Latin America** | | | | | | |
| Argentina | 113,788 | 117,973 | 23,887 | 28,209 | 137,675 | 146,182 |
| Brazil** | 758,156 | 706,237 | 209,066 | 125,000 | 961,775 | 831,237 |
| Chile | N.A. | 3,000 | N.A. | 1,500 | N.A. | 4,500 |
| Colombia*** | 22,802 | 25,000 | 6,358 | 1,700 | 29,160 | 26,700 |
| Mexico** | N.A. | 231,578 | N.A. | 112,120 | 391,513 | 343,698 |
| Peru | N.A. | 5,000 | — | — | N.A. | 5,000 |
| Venezuela | N.A. | 25,000 | N.A. | 1,500 | N.A. | 26,500 |
| TOTAL | 894,746 | 1,113,788 | 239,311 | 270,029 | 1,520,123 | 1,383,817 |
| **Western Europe** | | | | | | |
| Austria | 7,118 | 6,000 | 6,605 | 6,000 | 13,723 | 12,000 |
| Belgium | 229,705 | 212,896 | 36,977 | 36,870 | 266,682 | 249,766 |
| France** | 2,642,710 | 2,713,289 | 379,590 | 348,863 | 3,022,300 | 3,062,152 |
| Italy | 1,389,156 | 1,439,283 | 183,751 | 155,505 | 1,572,907 | 1,594,788 |
| Netherlands | 108,083 | 108,500 | 20,644 | 12,873 | 128,727 | 121,373 |
| Spain | 1,238,543 | 777,394 | 185,502 | 131,876 | 1,424,045 | 909,270 |
| Sweden | 400,700 | 350,218 | 60,300 | 53,722 | 461,000 | 403,940 |
| Switzerland | N.A. | 30 | — | — | N.A. | 30 |
| U.K. | N.A. | 881,512 | N.A. | 224,825 | 1,311,256 | 1,106,337 |
| West Germany | N.A. | 3,745,975 | N.A. | 255,298 | 4,445,920 | 4,001,273 |
| TOTAL | 6,076,368 | 10,280,097 | 910,644 | 1,240,832 | 11,520,929 | 11,982,353 |
| TOTAL | 2,207,994 | 2,245,864 | 1,089,400 | 987,343 | 3,297,394 | 3,233,207 |
| **Asia-Oceania** | | | | | | |
| Australia | 375,084 | 342,314 | 30,000 | 25,953 | 405,084 | 368,267 |
| China | N.A. | 6,000 | N.A. | 57,725 | N.A. | 63,725 |
| India | 53,230 | 58,220 | 117,997 | 70,000 | 171,227 | 128,220 |
| Japan | 7,646,816 | 7,073,173 | 4,544,698 | 4,319,538 | 12,191,514 | 11,392,711 |
| S. Korea | 264,458 | 158,503 | 113,704 | 80,304 | 378,162 | 238,807 |
| Taiwan | 49,619 | 150,000 | 32,921 | — | 82,540 | 150,000 |
| TOTAL | 8,389,207 | 7,788,210 | 4,792,550 | 4,553,520 | 13,181,757 | 12,341,730 |

Note: In some cases, figures are preliminary and subject to slight change. Totals will not add due to CKD kits counted by more than one country.
*European truck figures include car-derived vans; U.S. figures include minivans. **1985 figures are projections. ***Includes assemblies.
SOURCES: Automotive News; Automotive Industry Data, Ltd.; MVMA; JAMA.

## WORLD VEHICLE PRODUCTION AND ASSEMBLY

| | North America | Europe | Asia | South America |
|---|---|---|---|---|
| 1984 | 13,097,762 | 15,355,823 | 11,911,200 | 1,032,098 |
| 1983 | 11,015,273 | 15,682,826 | 11,486,316 | 1,055,457 |
| 1982 | 8,734,684 | 14,787,194 | 11,047,858 | 992,709 |
| 1981 | 9,862,814 | 14,412,699 | 11,462,754 | 952,199 |
| 1980 | 9,874,206 | 15,412,225 | 11,279,345 | 1,454,124 |
| 1979 | 13,556,095 | 16,269,079 | 9,941,266 | 1,394,210 |
| 1978 | 15,101,822 | 16,097,613 | 9,524,417 | 1,256,884 |
| 1977 | 14,759,040 | 15,873,698 | 8.686,667 | 1,175,823 |
| 1976 | 13,462,687 | 15,206,985 | 7,974,797 | 1,192,417 |
| 1975 | 10,771,197 | 13,472,708 | 7,052,131 | 1,180,931 |
| 1974 | 11,946,671 | 14,408,058 | 6,670,019 | 1,180,931 |
| 1973 | 14,541,846 | 15,607,461 | 7,206,988 | 1,040,749 |

Definitions: North America — Canada, Mexico, U.S.; Europe — Western Europe and Eastern Bloc including U.S.S.R.; Asia — India, Japan, Korea; South America — Argentina, Brazil. Totals will not match with other production tables because of CKD kits.
SOURCE: MVMA

## CAR AND TRUCK PRODUCTION IN JAPAN 1985 vs. 1984

| | 1985 | | |
|---|---|---|---|
| | Cars | Trucks | Total |
| Toyota | 2,569,284 | 1,058,248 | 3,627,532 |
| Nissan | 1,864,701 | 622,480 | 2,487,181 |
| Mazda | 815,074 | 373,253 | 1,188,327 |
| Mitsubishi | 570,865 | 574,180 | 1,145,045 |
| Honda | 956,410 | 163,901 | 1,120,311 |
| Suzuki | 236,198 | 545,703 | 781,269 |
| Daihatsu | 161,559 | 416,535 | 578,094 |
| Fuji (Subaru) | 259,673 | 324,711 | 584,384 |
| Isuzu | 213,052 | 367,677 | 580,729 |
| Hino | 0 | 62,985 | 62,985 |
| Nissan Diesel | 0 | 34,071 | 34,071 |
| Others | 0 | 954 | 954 |
| Total | 7,646,816 | 4,544,698 | 12,191,514 |

| | 1984 | | |
|---|---|---|---|
| | Cars | Trucks | Total |
| Toyota | 2,413,133 | 981,675 | 3,394,808 |
| Nissan | 1,846,407 | 621,856 | 2,468,263 |
| Mazda | 764,309 | 366,335 | 1,130,644 |
| Mitsubishi | 547,838 | 539,403 | 1,087,241 |
| Honda | 843,807 | 145,229 | 989,036 |
| Suzuki | 164,058 | 525,813 | 689,871 |
| Daihatsu | 162,405 | 402,567 | 564,972 |
| Fuji (Subaru) | 242,680 | 306,735 | 549,415 |
| Isuzu | 88,563 | 338,224 | 426,760 |
| Hino | 0 | 55,859 | 55,859 |
| Nissan Diesel | 0 | 35,268 | 35,268 |
| Others | 0 | 574 | 574 |
| Total | 7,073,173 | 4,319,538 | 11,392,711 |

SOURCE: Japan Automobile Mfrs. Assn.

## 1985 JAPANESE PRODUCTION BY CATEGORY

| | 1985 | 1984 |
|---|---|---|
| **CARS** | | |
| Standard | 494,792 | 480,618 |
| Small | 6,991,352 | 6,397,853 |
| Midget | 160,672 | 194,702 |
| Passenger Car Total | 7,646,816 | 7,073,173 |
| **TRUCKS** | | |
| Standard | 1,161,096 | 969,383 |
| Small | 1,995,019 | 2,045,133 |
| Midget | 1,388,583 | 1,305,022 |
| Trucks Total | 4,544,698 | 4,319,538 |
| **BUSES** | | |
| 30 passengers & over | 15,525 | 13,651 |
| Under 30 passengers | 64,044 | 58,558 |
| Buses Total | 79,569 | 72,209 |
| GRAND TOTAL | 12,271,083 | 11,464,920 |

SOURCE: JAMA

## EUROPEAN CAR PRODUCTION, 1984-1985

| | Belgium | | France① | | Italy | | Netherlands | | Spain | | Sweden | | UK | | W.Germany② | | Totals | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 | 1985 | 1984 |
| Alfa Romeo | — | — | — | — | 157,625 | 200,103 | — | — | — | — | — | — | — | — | — | — | 157,625 | 200,103 |
| Aston Martin | — | — | — | — | — | — | — | — | — | — | — | — | N.A. | 204 | — | — | N.A. | 204 |
| Bertone | — | — | — | — | 5,806 | 4,904 | — | — | — | — | — | — | — | — | — | — | 5,906 | 4,904 |
| BL | — | — | — | — | — | — | — | — | — | — | — | — | 465,104 | 383,324 | — | — | 465,104 | 383,324 |
| BMW | — | — | — | — | — | — | — | — | — | — | — | — | — | — | 431,085 | 412,447 | 431,085 | 412,447 |
| DeTomaso | — | — | — | — | 56 | 71 | — | — | — | — | — | — | — | — | — | — | 56 | 71 |
| Ferrari | — | — | — | — | 3,125 | 2,841 | — | — | — | — | — | — | — | — | — | — | 3,125 | 2,841 |
| Ford | 229,480 | 212,896 | — | — | — | — | — | — | 254,906 | 262,099 | — | — | 317,689 | 272,767 | 505,231 | 539,779 | 1,307,306 | 1,288,541 |
| Fiat-Lancia | — | — | — | — | 1,199,905 | 1,205,224 | — | — | — | — | — | — | — | — | — | — | 1,199,905 | 1,205,224 |
| Innocenti | — | — | — | — | 15,218 | 17,151 | — | — | — | — | — | — | — | — | — | — | 15,218 | 17,151 |
| Jaguar | — | — | — | — | — | — | — | — | — | — | — | — | 38,378 | 33,342 | — | — | 38,378 | 33,342 |
| Lamborghini | — | — | — | — | 249 | 231 | — | — | — | — | — | — | — | — | — | — | 249 | 231 |
| Lotus | — | — | — | — | — | — | — | — | — | — | — | — | 813 | 837 | — | — | 813 | 837 |
| Maserati | — | — | — | — | 5,668 | 6,180 | — | — | — | — | — | — | — | — | — | — | 5,668 | 6,180 |
| Mercedes-Benz | — | — | — | — | — | — | — | — | — | — | — | — | — | — | 537,909 | 462,797 | 537,909 | 462,797 |
| Opel-Vauxhall | — | — | — | — | — | — | — | — | 277,101 | 259,971 | — | — | 152,587 | 117,114 | 903,150 | 776,486 | 1,332,838 | 1,153,571 |
| Peugeot SA | — | — | 1,309,479 | 1,284,151 | — | — | — | — | 169,217 | 184,713 | — | — | 67,066 | 67,728 | — | — | 1,356,759 | 1,351,879 |
| Pininfarina | — | — | — | — | 1,504 | 2,578 | — | — | — | — | — | — | — | — | — | — | 1,504 | 2,578 |
| Porsche | — | — | — | — | — | — | — | — | — | — | — | — | — | — | 54,458 | 44,017 | 54,458 | 44,017 |
| Reliant | — | — | — | — | — | — | — | — | — | — | — | — | 738 | 135 | — | — | 738 | 135 |
| Renault | — | — | 1,322,887 | 1,429,138 | — | — | — | — | 224,094 | 214,786 | — | — | — | — | — | — | 1,322,887 | 1,429,138 |
| Rolls-Royce | — | — | — | — | — | — | — | — | — | — | — | — | 2,588 | 2,201 | — | — | 2,588 | 2,201 |
| Saab | — | — | — | — | — | — | — | — | — | — | 111,000 | 102,018 | — | — | — | — | 111,000 | 102,018 |
| Seat | — | — | — | — | — | — | — | — | 209,434 | 255,324 | — | — | — | — | — | — | 209,434 | 255,324 |
| TVR | — | — | — | — | — | — | — | — | — | — | — | — | 472 | 397 | — | — | 472 | 397 |
| VW-Audi | — | — | — | — | — | — | — | — | 95,319 | — | — | — | — | — | 1,733,853 | 1,510,449 | 1,829,172 | 1,510,449 |
| Volvo | — | — | — | — | — | — | 111,000 | 108,500 | — | — | 289,700 | 248,200③ | — | — | — | — | 400,700 | 356,700 |
| Others | — | — | — | — | — | — | — | — | — | — | — | — | 2,538 | 2,667 | — | — | 2,538 | 2,667 |
| Totals | 229,480 | 212,896 | 2,632,366 | 2,713,289 | 1,389,156 | 1,439,283 | 111,000 | 108,500 | 741,441 | 777,394 | 400,700 | 350,218 | 1,028,187 | 881,512 | 4,165,686 | 3,745,975 | 10,698,016 | 10,229,067 |

①Includes all Renault and PSA production in Spain. Renault also includes U.S. Encores and Alliances. PSA also includes all Talbot U.K. except for Arrow kits for Iran.
②Includes cars recorded as Kombis; excludes commercial vehicles recorded as Kombis. VW includes VWs assembled by Seat in Spain.
③Estimates.
Totals will not add due to double counting.

SOURCE: Automotive Industry Data, Ltd.

# 1985 U.S. CAR PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 7,768 | 6,374 | 11,377 | 25,519 | 8,730 | 12,734 | 7,089 | 28,553 | 9,313 | 12,467 | 11,497 | 33,277 | 9,780 | 8,496 | 5,513 | 23,789 | 111,138 |
| Renault Total | 7,768 | 6,374 | 11,377 | 25,519 | 8,730 | 12,734 | 7,089 | 28,553 | 9,313 | 12,467 | 11,497 | 33,277 | 9,780 | 8,496 | 5,513 | 23,789 | 111,138 |
| Alliance | 4,932 | 3,839 | 6,291 | 15,062 | 5,485 | 8,105 | 4,276 | 17,866 | 6,495 | 8,873 | 7,912 | 23,280 | 6,812 | 6,704 | 4,568 | 18,084 | 74,292 |
| Encore | 2,836 | 2,535 | 5,086 | 10,457 | 3,245 | 4,629 | 2,813 | 10,687 | 2,818 | 3,594 | 3,585 | 9,997 | 2,968 | 1,792 | 945 | 5,705 | 36,846 |
| CHRYSLER CORP. | 110,511 | 95,975 | 128,863 | 335,349 | 128,988 | 134,508 | 124,531 | 388,027 | 102,031 | 49,007 | 111,452 | 262,490 | 84,962 | 108,068 | 87,172 | 280,202 | 1,256,068 |
| Plymouth Total | 31,994 | 28,290 | 37,190 | 97,474 | 38,245 | 39,179 | 33,945 | 111,369 | 29,101 | 16,151 | 32,607 | 77,859 | 22,928 | 32,712 | 27,145 | 82,785 | 369,478 |
| Horizon | 11,007 | 9,744 | 12,931 | 33,682 | 14,004 | 15,700 | 13,285 | 42,989 | 13,410 | 8,846 | 11,602 | 33,858 | 8,022 | 13,187 | 10,873 | 32,082 | 142,611 |
| Reliant | 14,033 | 12,715 | 17,210 | 43,958 | 18,105 | 16,599 | 14,587 | 49,291 | 11,635 | 5,753 | 15,745 | 33,133 | 10,841 | 14,014 | 11,453 | 36,308 | 162,690 |
| Caravelle | 5,455 | 4,499 | 5,104 | 15,058 | 4,444 | 4,903 | 4,372 | 13,719 | 2,915 | 1,051 | 4,158 | 8,124 | 2,931 | 5,323 | 3,851 | 12,105 | 49,006 |
| Gran Fury | 1,499 | 1,332 | 1,945 | 4,776 | 1,692 | 1,977 | 1,701 | 5,370 | 1,141 | 501 | 1,102 | 2,744 | 1,134 | 188 | 968 | 2,290 | 15,180 |
| Chrysler Total | 39,136 | 31,099 | 43,257 | 113,492 | 39,814 | 44,038 | 42,075 | 125,927 | 32,450 | 13,496 | 36,395 | 82,341 | 30,732 | 32,684 | 29,017 | 92,433 | 414,193 |
| LeBaron | 10,553 | 8,592 | 10,905 | 30,050 | 8,651 | 8,939 | 8,774 | 26,364 | 6,169 | 1,244 | 5,398 | 12,811 | 7,682 | 10,707 | 8,725 | 27,114 | 96,339 |
| LeBaron GTS | 5,970 | 5,574 | 9,184 | 20,728 | 10,184 | 11,475 | 10,831 | 32,490 | 7,215 | 2,908 | 10,584 | 20,707 | 7,731 | 10,916 | 2,615 | 21,262 | 95,187 |
| Laser | 5,205 | 3,131 | 4,436 | 12,772 | 5,061 | 6,258 | 5,942 | 17,261 | 4,293 | 1,864 | 4,795 | 10,952 | 3,552 | 4,382 | 3,290 | 11,224 | 52,209 |
| N.Y./E-Class | 6,119 | 5,608 | 7,156 | 18,883 | 6,539 | 6,811 | 7,016 | 20,366 | 4,181 | 2,210 | 5,224 | 11,615 | 3,873 | 5,377 | 4,228 | 13,478 | 64,342 |
| Fifth Ave. | 11,289 | 8,194 | 11,576 | 31,059 | 9,379 | 10,555 | 9,512 | 29,446 | 10,592 | 5,270 | 10,394 | 26,256 | 7,894 | 1,302 | 10,159 | 19,355 | 106,116 |
| Dodge Total | 39,381 | 36,586 | 48,416 | 124,383 | 50,929 | 51,291 | 48,511 | 150,731 | 40,480 | 19,360 | 42,450 | 102,290 | 31,302 | 42,672 | 31,010 | 104,984 | 482,388 |
| Omni | 11,843 | 10,248 | 14,039 | 36,130 | 14,207 | 13,828 | 12,561 | 40,596 | 11,840 | 7,947 | 10,378 | 30,165 | 7,788 | 12,309 | 9,835 | 29,932 | 136,823 |
| Aries | 10,356 | 9,942 | 13,658 | 33,956 | 14,908 | 14,476 | 12,928 | 42,312 | 10,729 | 5,222 | 13,902 | 29,853 | 8,194 | 11,648 | 9,223 | 29,065 | 135,186 |
| Daytona | 4,009 | 3,867 | 3,630 | 11,506 | 4,088 | 5,953 | 5,438 | 15,479 | 4,343 | 1,417 | 3,720 | 9,480 | 3,462 | 4,355 | 3,464 | 11,281 | 47,746 |
| Dodge 600 | 6,516 | 6,035 | 6,599 | 19,150 | 5,991 | 6,503 | 6,540 | 19,034 | 4,738 | 1,560 | 5,523 | 11,821 | 5,102 | 6,680 | 5,048 | 16,830 | 66,835 |
| Lancer | 4,422 | 4,117 | 7,052 | 15,591 | 7,802 | 7,622 | 7,025 | 22,449 | 4,684 | 1,796 | 6,442 | 12,922 | 4,941 | 7,328 | 1,866 | 14,135 | 65,097 |
| Diplomat | 2,235 | 2,377 | 3,438 | 8,050 | 3,933 | 2,909 | 4,019 | 10,861 | 4,146 | 1,418 | 2,485 | 8,049 | 1,815 | 352 | 1,574 | 3,741 | 30,701 |
| FORD MOTOR | 169,824 | 146,073 | 137,387 | 453,284 | 153,675 | 154,682 | 133,420 | 441,777 | 86,013 | 142,375 | 120,861 | 349,249 | 162,113 | 128,983 | 100,744 | 391,840 | 1,636,150 |
| Ford Division | 110,753 | 96,874 | 90,933 | 298,560 | 103,240 | 106,737 | 85,475 | 295,452 | 56,780 | 95,777 | 86,099 | 238,656 | 113,976 | 84,791 | 67,212 | 265,979 | 1,098,647 |
| Escort | 30,378 | 26,550 | 18,413 | 75,341 | 29,987 | 34,152 | 29,946 | 94,085 | 19,379 | 32,983 | 29,665 | 82,027 | 38,695 | 30,446 | 23,995 | 93,136 | 344,589 |
| Mustang | 15,199 | 13,850 | 17,311 | 46,360 | 14,143 | 19,239 | 15,154 | 48,536 | 9,610 | 16,819 | 17,595 | 44,024 | 20,338 | 16,071 | 12,447 | 48,856 | 187,776 |
| LTD | 22,322 | 19,014 | 18,541 | 59,877 | 25,725 | 19,896 | 12,191 | 57,812 | 9,432 | 15,768 | 16,583 | 41,783 | 20,685 | 4,274 | 0 | 24,959 | 184,431 |
| Taurus | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,056 | 4,777 | 6,417 | 12,250 | 12,250 |
| Thunderbird | 16,773 | 20,816 | 20,652 | 58,241 | 16,032 | 15,880 | 12,122 | 44,034 | 7,957 | 12,703 | 7,924 | 28,584 | 17,513 | 11,301 | 10,840 | 39,654 | 170,513 |
| Crown Victoria | 7,122 | 0 | 0 | 7,122 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 7,122 |
| EXP | 2,384 | 1,458 | 0 | 3,842 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3,842 |
| Tempo | 16,575 | 15,186 | 16,016 | 47,777 | 17,353 | 17,570 | 16,062 | 50,985 | 10,402 | 17,504 | 14,332 | 42,238 | 15,689 | 17,922 | 13,513 | 47,124 | 188,124 |
| L-M Division | 59,071 | 49,199 | 46,454 | 154,724 | 50,435 | 47,945 | 47,945 | 146,325 | 29,233 | 46,598 | 34,762 | 110,593 | 48,137 | 44,192 | 33,532 | 125,861 | 537,503 |
| Mercury Total | 43,370 | 35,049 | 32,411 | 110,830 | 36,033 | 35,171 | 33,781 | 104,985 | 20,370 | 31,184 | 23,248 | 74,802 | 31,539 | 29,768 | 22,502 | 83,809 | 374,426 |
| Lynx | 7,492 | 7,231 | 4,086 | 18,809 | 6,549 | 6,556 | 6,616 | 19,721 | 4,526 | 6,083 | 5,273 | 15,882 | 7,208 | 7,934 | 5,524 | 20,666 | 75,078 |
| Capri | 1,682 | 2,621 | 1,019 | 5,322 | 1,310 | 434 | 2,326 | 4,070 | 1,907 | 1,428 | 1,607 | 4,942 | 1,820 | 1,881 | 2,060 | 5,761 | 20,095 |
| Marquis | 10,029 | 8,420 | 10,940 | 29,389 | 12,491 | 10,410 | 6,874 | 29,775 | 4,644 | 8,217 | 6,331 | 19,192 | 5,231 | 1,275 | 0 | 6,506 | 84,862 |
| Sable | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 629 | 2,036 | 3,145 | 5,810 | 5,810 |
| Cougar | 13,955 | 11,372 | 10,964 | 36,291 | 11,395 | 12,740 | 13,383 | 37,518 | 6,384 | 10,111 | 5,151 | 21,646 | 12,559 | 13,553 | 8,221 | 34,333 | 129,788 |
| Grand Marquis | 4,733 | 0 | 0 | 4,733 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,733 |
| Topaz | 5,479 | 5,405 | 5,402 | 16,286 | 4,286 | 5,031 | 4,582 | 13,901 | 2,909 | 5,345 | 4,886 | 13,140 | 4,092 | 3,089 | 3,552 | 10,733 | 54,060 |
| Lincoln Total | 15,701 | 14,150 | 14,043 | 43,894 | 14,402 | 12,774 | 14,164 | 41,340 | 8,863 | 15,414 | 11,514 | 35,791 | 16,598 | 14,424 | 11,030 | 42,052 | 163,077 |
| Continental | 2,853 | 2,554 | 2,548 | 7,955 | 2,615 | 1,971 | 1,974 | 6,560 | 1,232 | 2,140 | 1,595 | 4,967 | 2,236 | 2,012 | 1,529 | 5,777 | 25,259 |
| Lincoln | 11,121 | 10,022 | 9,947 | 31,090 | 10,203 | 9,382 | 10,616 | 30,201 | 6,633 | 11,560 | 8,633 | 26,826 | 12,578 | 10,819 | 8,273 | 31,670 | 119,787 |
| Mark VII | 1,727 | 1,574 | 1,548 | 4,849 | 1,584 | 1,421 | 1,574 | 4,579 | 998 | 1,714 | 1,286 | 3,998 | 1,784 | 1,593 | 1,228 | 4,605 | 18,031 |
| GENERAL MOTORS | 451,626 | 404,251 | 444,392 | 1,300,269 | 440,288 | 444,669 | 397,229 | 1,282,186 | 392,122 | 317,899 | 362,071 | 1,072,092 | 466,557 | 387,093 | 314,281 | 1,167,931 | 4,822,478 |
| Buick Total | 90,377 | 74,257 | 81,173 | 245,807 | 97,039 | 96,008 | 82,421 | 275,468 | 91,645 | 69,057 | 78,516 | 239,218 | 100,959 | 81,118 | 58,891 | 240,968 | 1,001,461 |
| Skylark | 11,064 | 9,589 | 9,350 | 30,003 | 10,190 | 760 | 0 | 10,950 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 40,953 |
| Skyhawk | 8,745 | 9,356 | 8,977 | 27,078 | 9,267 | 11,560 | 10,560 | 31,387 | 8,463 | 6,165 | 6,588 | 21,216 | 10,273 | 8,318 | 7,345 | 25,936 | 105,617 |
| Somerset | 10,106 | 10,543 | 12,238 | 32,887 | 10,790 | 11,879 | 6,404 | 29,073 | 9,412 | 10,555 | 12,625 | 32,592 | 12,627 | 10,019 | 8,395 | 31,041 | 125,593 |
| Century | 19,875 | 18,035 | 16,980 | 54,890 | 26,333 | 30,238 | 23,961 | 80,532 | 25,528 | 21,349 | 27,486 | 74,363 | 37,783 | 30,431 | 21,105 | 89,319 | 299,104 |
| Regal | 12,508 | 5,737 | 8,510 | 26,755 | 11,699 | 13,167 | 12,122 | 36,988 | 15,738 | 10,097 | 13,368 | 39,203 | 15,357 | 10,158 | 8,557 | 34,072 | 137,018 |
| LeSabre (rwd) | 17,907 | 6,955 | 9,334 | 34,196 | 13,921 | 12,954 | 12,582 | 39,457 | 10,439 | 3,956 | 2,004 | 16,399 | 3,848 | 2,034 | 718 | 6,600 | 96,652 |
| LeSabre (fwd) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 197 | 201 | 2,325 | 3,675 | 3,759 | 9,759 | 9,960 |
| Riviera | 5,529 | 5,432 | 5,781 | 16,742 | 5,675 | 6,391 | 6,222 | 18,288 | 4,985 | 5,237 | 162 | 10,384 | 665 | 802 | 1,001 | 2,468 | 47,882 |
| Electra (fwd) | 4,643 | 8,610 | 10,003 | 23,256 | 9,164 | 9,059 | 10,570 | 28,793 | 17,080 | 11,694 | 16,086 | 44,860 | 18,081 | 15,681 | 8,011 | 41,773 | 138,682 |
| Cadillac Total | 34,896 | 31,419 | 33,848 | 100,163 | 31,067 | 30,717 | 28,984 | 90,768 | 29,270 | 19,850 | 15,482 | 64,602 | 24,659 | 23,613 | 18,960 | 67,232 | 322,765 |
| Cimarron | 2,210 | 2,457 | 3,079 | 7,746 | 2,237 | 2,551 | 2,523 | 7,311 | 2,335 | 1,122 | 956 | 4,413 | 2,961 | 2,551 | 1,721 | 7,233 | 26,703 |
| Seville | 3,841 | 3,594 | 3,889 | 11,324 | 3,434 | 2,854 | 2,756 | 9,044 | 2,995 | 3,246 | 153 | 6,394 | 486 | 629 | 801 | 1,916 | 28,678 |
| Eldorado | 7,203 | 6,362 | 7,289 | 20,854 | 6,420 | 5,604 | 5,384 | 17,408 | 5,879 | 6,282 | 196 | 12,357 | 737 | 844 | 1,101 | 2,682 | 53,301 |
| Cadillac | 5,568 | 4,199 | 4,341 | 14,108 | 5,133 | 5,323 | 2,700 | 13,156 | 1,749 | 729 | 1,162 | 3,640 | 2,760 | 3,220 | 2,889 | 8,869 | 39,773 |
| DeVille (fwd) | 16,074 | 14,807 | 15,250 | 46,131 | 13,843 | 14,385 | 15,621 | 43,849 | 16,312 | 8,471 | 13,015 | 37,798 | 17,715 | 16,369 | 12,448 | 46,532 | 174,310 |
| Chevrolet Total | 159,610 | 146,404 | 156,333 | 462,347 | 144,964 | 146,356 | 132,626 | 423,946 | 116,254 | 103,023 | 127,555 | 346,832 | 154,421 | 132,801 | 107,420 | 394,642 | 1,627,767 |
| Chevette | 13,304 | 13,422 | 14,795 | 41,521 | 13,804 | 14,792 | 14,610 | 43,206 | 14,192 | 12,574 | 10,525 | 37,291 | 12,468 | 10,321 | 9,076 | 31,865 | 153,883 |
| Cavalier | 43,404 | 38,911 | 44,506 | 126,821 | 42,080 | 45,224 | 43,717 | 131,021 | 39,442 | 36,861 | 40,198 | 116,501 | 47,032 | 38,699 | 31,930 | 117,661 | 492,004 |
| Celebrity | 25,112 | 23,870 | 27,324 | 76,306 | 25,027 | 23,826 | 22,644 | 71,497 | 22,917 | 15,001 | 20,709 | 58,627 | 19,327 | 21,601 | 16,739 | 57,667 | 264,097 |
| Camaro | 21,046 | 18,456 | 19,978 | 59,480 | 20,534 | 22,269 | 20,219 | 63,022 | 14,585 | 5,413 | 16,123 | 36,121 | 22,509 | 18,771 | 14,526 | 55,806 | 214,429 |
| Citation | 7,445 | 6,584 | 7,295 | 21,324 | 6,818 | 555 | 0 | 7,373 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28,697 |
| Monte Carlo | 11,556 | 14,334 | 15,119 | 41,009 | 14,905 | 12,039 | 8,294 | 35,238 | 8,261 | 10,862 | 11,184 | 30,307 | 13,631 | 9,778 | 8,569 | 31,978 | 138,532 |
| Chevrolet | 35,082 | 26,777 | 23,098 | 84,957 | 17,831 | 23,492 | 19,201 | 60,524 | 12,680 | 18,287 | 25,059 | 56,026 | 34,840 | 29,863 | 23,611 | 88,314 | 289,821 |
| Corvette | 2,661 | 4,050 | 4,218 | 10,929 | 3,965 | 4,159 | 3,941 | 12,065 | 4,177 | 4,025 | 3,757 | 11,959 | 4,614 | 3,768 | 2,969 | 11,351 | 46,304 |
| Oldsmobile Total | 111,778 | 102,141 | 115,664 | 329,583 | 108,282 | 106,452 | 95,145 | 309,879 | 103,520 | 80,891 | 78,777 | 263,188 | 106,171 | 84,235 | 75,926 | 266,332 | 1,168,982 |
| Firenza | 7,017 | 5,189 | 7,684 | 19,890 | 6,217 | 4,724 | 4,833 | 15,774 | 3,146 | 4,232 | 4,528 | 11,906 | 5,750 | 4,730 | 4,102 | 14,582 | 62,152 |
| Cutlass Supreme | 17,857 | 15,562 | 21,853 | 55,272 | 19,014 | 22,149 | 21,650 | 62,813 | 22,220 | 17,283 | 19,580 | 59,083 | 24,677 | 19,800 | 13,851 | 58,328 | 235,496 |
| Cutlass Ciera | 34,491 | 31,446 | 36,611 | 102,548 | 29,668 | 30,933 | 28,342 | 88,943 | 27,642 | 24,477 | 24,179 | 76,298 | 36,419 | 27,537 | 25,053 | 89,009 | 356,798 |
| 88 (rwd) | 25,280 | 19,603 | 16,122 | 61,005 | 22,888 | 18,563 | 20,983 | 62,434 | 25,694 | 10,524 | 1,818 | 38,036 | 2,535 | 2,506 | 2,424 | 7,465 | 168,940 |
| 88 (fwd) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 8 | 277 | 285 | 6,507 | 6,166 | 10,502 | 23,175 | 23,460 |
| Olds 98 | 10,875 | 12,718 | 13,240 | 36,833 | 13,648 | 12,464 | 9,592 | 35,704 | 12,070 | 8,188 | 15,428 | 35,686 | 15,090 | 11,096 | 8,868 | 35,054 | 143,277 |
| Calais | 12,009 | 13,762 | 15,862 | 41,633 | 13,635 | 14,822 | 7,081 | 35,538 | 9,817 | 13,059 | 12,864 | 35,740 | 14,716 | 11,818 | 10,384 | 36,918 | 149,829 |
| Toronado | 4,249 | 3,861 | 4,292 | 12,402 | 3,212 | 2,797 | 2,664 | 8,673 | 2,931 | 3,120 | 103 | 6,154 | 477 | 582 | 742 | 1,801 | 29,030 |
| Pontiac Total | 54,965 | 50,030 | 57,374 | 162,369 | 58,936 | 65,136 | 58,053 | 182,125 | 51,433 | 45,078 | 61,741 | 158,252 | 80,347 | 65,326 | 53,084 | 198,757 | 701,503 |
| Acadian | 2,273 | 1,019 | 817 | 4,109 | 956 | 985 | 753 | 2,694 | 817 | 649 | 1,655 | 3,121 | 2,925 | 3,103 | 650 | 6,678 | 16,602 |
| 2000 Sunbird | 13,070 | 11,422 | 12,223 | 36,715 | 11,757 | 12,856 | 12,990 | 37,603 | 11,382 | 11,631 | 11,222 | 34,235 | 13,984 | 12,204 | 8,206 | 34,394 | 142,947 |
| 1000 | 1,869 | 1,684 | 2,152 | 5,705 | 1,896 | 1,795 | 2,130 | 5,821 | 1,932 | 1,716 | 2,527 | 6,175 | 2,776 | 2,580 | 1,838 | 7,194 | 24,895 |
| Firebird | 11,317 | 9,906 | 11,026 | 32,249 | 11,246 | 11,269 | 10,765 | 33,280 | 7,967 | 2,948 | 8,416 | 19,331 | 11,412 | 10,352 | 7,666 | 29,430 | 114,290 |
| Parisienne | 1,527 | 2,320 | 3,242 | 7,089 | 5,520 | 6,772 | 6,023 | 18,315 | 6,515 | 4,568 | 2,688 | 13,771 | 7,133 | 6,101 | 6,543 | 19,777 | 58,952 |
| 6000 | 6,654 | 6,389 | 5,197 | 18,240 | 5,270 | 6,846 | 7,884 | 20,000 | 6,617 | 4,905 | 9,947 | 21,469 | 13,004 | 10,305 | 7,971 | 31,280 | 90,989 |
| Fiero | 9,049 | 9,202 | 9,806 | 28,057 | 11,550 | 10,656 | 10,706 | 32,912 | 8,610 | 5,303 | 9,602 | 23,515 | 11,129 | 6,724 | 7,232 | 25,085 | 109,569 |
| Grand Am | 9,206 | 8,088 | 12,911 | 30,205 | 10,741 | 13,957 | 6,802 | 31,500 | 7,593 | 13,358 | 15,684 | 36,635 | 17,984 | 13,957 | 12,978 | 44,919 | 143,259 |
| HONDA | 13,744 | 12,856 | 15,636 | 42,236 | 13,501 | 13,857 | 12,228 | 39,586 | 12,082 | 9,122 | 9,786 | 30,990 | 10,846 | 10,806 | 10,873 | 32,525 | 145,337 |
| NISSAN | 0 | 0 | 396 | 396 | 1,910 | 3,143 | 5,052 | 10,105 | 3,266 | 5,697 | 5,160 | 14,123 | 6,772 | 6,198 | 6,216 | 19,186 | 43,810 |
| NUMMI | 0 | 0 | 622 | 622 | 2,266 | 3,917 | 5,544 | 11,727 | 7,988 | 8,169 | 7,350 | 23,507 | 9,186 | 9,764 | 9,795 | 28,745 | 64,601 |
| VOLKSWAGEN | 8,448 | 8,053 | 8,760 | 25,261 | 8,394 | 9,301 | 9,029 | 26,724 | 5,722 | 5,733 | 7,152 | 18,607 | 10,754 | 8,675 | 6,437 | 25,866 | 96,458 |
| Total Cars, U.S. | 761,921 | 673,582 | 747,433 | 2,182,936 | 757,752 | 776,811 | 694,122 | 2,228,685 | 618,537 | 550,469 | 635,329 | 1,804,335 | 760,970 | 668,083 | 541,031 | 1,970,084 | 8,186,040 |

# PRODUCTION

The 1985 calendar-year production of 8,186,040 units was the highest since 1979.

The total showed an increased of 5.25 percent over 1984's total.

General Motors gained the most U.S. auto output with 477,867, followed by Volkswagen, 21,673; Chrysler Corp., 13,852; and Honda of America, 6,759.

New United Motor Mfg. Inc. started full production line-speeds of the Nova in 1985 bringing its increase to 64,581. First-year U.S. production of the Sentra was started by Nissan Motor Mfg. Co. U.S.A., totaling 43,810.

Ford Motor Co.'s output decreased by 139,165 and American Motors by 81,058.

## U.S. CAR OUTPUT BY CALENDAR YEAR

| | |
|---|---|
| 1985 | 8,186,040 |
| 1984 | 7,777,721 |
| 1983 | 7,112,352 |
| 1982 | 4,973,870 |
| 1981 | 6,280,045 |
| 1980 | 6,416,885 |
| 1979 | 8,418,369 |
| 1978 | 9,153,299 |
| 1977 | 9,293,574 |
| 1976 | 8,537,759 |
| 1975 | 6,740,584 |
| 1974 | 7,309,763 |
| 1973 | 9,667,118 |
| 1972 | 8,827,706 |
| 1971 | 8,557,878 |
| 1970 | 6,550,077 |
| 1969 | 8,224,267 |
| 1968 | 8,848,507 |
| 1967 | 7,412,610 |
| 1966 | 8,604,726 |
| 1965 | 9,335,208 |
| 1964 | 7,744,888 |
| 1963 | 7,644,359 |
| 1962 | 6,943,470 |
| 1961 | 5,522,004 |
| 1960 | 6,703,086 |
| 1959 | 5,599,471 |

Model-year U.S. auto production in 1985 was 7,975,390, or 1.57 percent below the 1984 model-run total.

Two domestic makers showed an increase in production during the model year: Chrysler Corp. by 139,182 and Honda of America Mfg. Co., 37,902.

New United Motor Mfg. Inc. began output of the Nova and Nissan Motor Mfg. Co. U.S.A., began production of the Sentra.

The other U.S. makers cut auto output: General Motors by 191,594; Ford Motor Co., 77,741; American Motors, 58,435; Volkswagen of America, 21,504.

The 1984 model-run production had been the highest since 1979.

## U.S. CAR OUTPUT BY MODEL YEAR

| | |
|---|---|
| 1985 | 7,975,390 |
| 1984 | 8,102,269 |
| 1983 | 5,768,893 |
| 1982 | 5,447,135 |
| 1981 | 6,639,954 |
| 1980 | 7,085,480 |
| 1979 | 9,526,024 |
| 1978 | 8,995,418 |
| 1977 | 9,159,100 |
| 1976 | 8,114,376 |
| 1975 | 6,523,880 |
| 1974 | 8,125,488 |
| 1973 | 9,915,802 |
| 1972 | 8,589,049 |
| 1971 | 7,221,290 |
| 1970 | 7,595,411 |
| 1969 | 8,440,765 |
| 1968 | 8,402,870 |
| 1967 | 7,666,898 |
| 1966 | 8,606,166 |
| 1965 | 7,882,679 |
| 1964 | 7,892,090 |
| 1963 | 7,339,992 |
| 1962 | 6,686,749 |
| 1961 | 5,407,256 |
| 1960 | 6,011,482 |
| 1959 | 5,566,527 |

## U.S. CAR MODEL-YEAR OUTPUT, '85 vs. '84

| | 1985 Model Year | Pct. of Output | 1984 Model Year | Pct. of Output | Pct. of Change '85 vs. '84 |
|---|---|---|---|---|---|
| AMERICAN MOTORS | 150,189 | 1.88 | 208,624 | 2.57 | −0.69 |
| Renault Total | 150,189 | 1.88 | 208,624 | 2.57 | −0.69 |
| Alliance | 91,664 | 1.15 | 121,015 | 1.49 | −0.34 |
| Encore | 58,525 | 0.73 | 87,609 | 1.08 | −0.35 |
| CHRYSLER CORP. | 1,315,326 | 16.49 | 1,176,144 | 14.52 | +1.97 |
| Plymouth Total | 393,711 | 4.94 | 357,764 | 4.42 | +0.52 |
| Horizon | 156,073 | 1.96 | 147,902 | 1.83 | +0.13 |
| Reliant | 166,966 | 2.09 | 187,245 | 2.31 | −0.22 |
| Caravelle** | 51,504 | 0.65 | 7,932 | 0.10 | +0.55 |
| Gran Fury | 19,168 | 0.24 | 14,685 | 0.18 | +0.06 |
| Chrysler Total | 420,780 | 5.27 | 375,853 | 4.64 | +0.63 |
| LeBaron | 101,028 | 1.26 | 111,808 | 1.38 | −0.12 |
| LeBaron GTS | 70,957 | 0.89 | 0 | 0.00 | +0.89 |
| Laser | 58,337 | 0.73 | 69,720 | 0.86 | −0.13 |
| New Yorker/E-Class | 70,143 | 0.88 | 106,240 | 1.31 | −0.43 |
| Fifth Avenue | 120,315 | 1.51 | 88,085 | 1.09 | +0.42 |
| Dodge Total | 500,835 | 6.28 | 442,527 | 5.46 | +0.82 |
| Omni | 146,731 | 1.84 | 142,494 | 1.76 | +0.08 |
| Aries | 141,841 | 1.78 | 150,702 | 1.86 | −0.08 |
| Daytona | 50,107 | 0.62 | 53,635 | 0.66 | −0.04 |
| Dodge 600 | 69,352 | 0.87 | 72,070 | 0.89 | −0.02 |
| Lancer | 50,942 | 0.64 | 0 | 0.00 | +0.64 |
| Diplomat | 41,862 | 0.53 | 23,626 | 0.29 | +0.24 |
| FORD MOTOR | 1,735,782 | 21.76 | 1,813,523 | 22.39 | −0.63 |
| Ford Division | 1,149,427 | 14.41 | 1,180,706 | 14.57 | −0.16 |
| Escort | 364,345 | 4.57 | 331,802 | 4.10 | +0.47 |
| Mustang | 156,514 | 1.96 | 141,480 | 1.75 | +0.21 |
| LTD | 205,535 | 2.58 | 213,742 | 2.64 | +0.06 |
| Thunderbird | 151,852 | 1.90 | 170,551 | 2.10 | −0.20 |
| Crown Victoria | 43,184 | 0.54 | 86,084 | 1.06 | −0.52 |
| EXP | 26,462 | 0.33 | 23,016 | 0.28 | +0.05 |
| Tempo | 201,535 | 2.53 | 214,033 | 2.64 | −0.11 |
| L-M Division | 586,355 | 7.35 | 632,815 | 7.82 | −0.47 |
| Mercury Total | 419,869 | 5.27 | 475,381 | 5.88 | −0.61 |
| Lynx | 80,551 | 1.01 | 66,056 | 0.82 | +0.19 |
| Capri | 18,654 | 0.24 | 20,642 | 0.26 | −0.02 |
| Marquis | 104,198 | 1.31 | 107,812 | 1.33 | −0.02 |
| Cougar | 117,274 | 1.47 | 131,171 | 1.62 | −0.15 |
| Grand Marquis | 37,101 | 0.47 | 90,341 | 1.12 | −0.65 |
| Topaz | 62,091 | 0.77 | 59,359 | 0.73 | +0.04 |
| Lincoln Total | 166,486 | 2.08 | 157,434 | 1.95 | +0.13 |
| Continental | 28,253 | 0.35 | 30,468 | 0.38 | −0.03 |
| Lincoln | 119,878 | 1.50 | 93,622 | 1.16 | +0.34 |
| Mark VII | 18,355 | 0.23 | 33,344 | 0.41 | −0.18 |
| GENERAL MOTORS | 4,490,883 | 56.31 | 4,682,477 | 57.78 | −1.47 |
| Buick Total | 1,002,906 | 12.57 | 987,980 | 12.20 | +0.37 |
| Skylark | 93,157 | 1.17 | 111,211 | 1.38 | −0.21 |
| Skyhawk | 82,516 | 1.03 | 145,393 | 1.79 | −0.76 |
| Somerset Regal | 86,071 | 1.08 | 0 | 0.00 | +1.08 |
| Century | 257,192 | 3.22 | 219,858 | 2.71 | +0.51 |
| Regal | 124,546 | 1.56 | 224,754 | 2.77 | −1.21 |
| LeSabre/Electra (rwd) | 157,256 | 1.97 | 228,901 | 2.83 | −0.86 |
| Riviera | 65,305 | 0.82 | 57,863 | 0.72 | +0.10 |
| Electra | 136,863 | 1.72 | 0 | 0.00 | +1.72 |
| Cadillac Total | 384,840 | 4.83 | 300,300 | 3.70 | +1.13 |
| Cimarron | 19,890 | 0.25 | 21,898 | 0.27 | −0.02 |
| Seville | 39,755 | 0.50 | 39,997 | 0.49 | +0.01 |
| Eldorado | 76,401 | 0.96 | 77,806 | 0.96 | −0.00 |
| Cadillac | 51,701 | 0.65 | 160,599 | 1.98 | −1.33 |
| DeVille(fwd) | 197,093 | 2.47 | 0 | 0.00 | +2.47 |
| Chevrolet Total* | 1,418,098 | 17.78 | 1,655,151 | 20.41 | −2.64 |
| Chevette | 123,499 | 1.55 | 240,189 | 2.96 | −1.41 |
| Cavalier | 383,785 | 4.80 | 462,612 | 5.68 | −0.88 |
| Celebrity | 270,418 | 3.39 | 279,111 | 3.45 | −0.06 |
| Camaro | 180,018 | 2.26 | 261,592 | 3.23 | −0.97 |
| Citation | 62,722 | 0.79 | 102,205 | 1.26 | −0.47 |
| Monte Carlo | 122,057 | 1.53 | 136,778 | 1.69 | −0.16 |
| Chevrolet | 235,870 | 2.96 | 121,117 | 1.50 | +1.46 |
| Corvette | 39,729 | 0.50 | 51,547 | 0.64 | −0.14 |
| Oldsmobile Total | 1,165,649 | 14.62 | 1,144,225 | 14.12 | +0.50 |
| Omega | 0 | 0.00 | 52,986 | 0.65 | −0.65 |
| Firenza | 49,040 | 0.62 | 82,475 | 1.02 | −0.40 |
| Cutlass Supreme | 240,216 | 3.01 | 309,124 | 3.82 | −0.81 |
| Cutlass Ciera | 316,753 | 3.97 | 280,839 | 3.47 | +0.50 |
| 88/98 (rwd) | 241,765 | 3.03 | 370,701 | 4.57 | −1.54 |
| Olds 98 | 169,433 | 2.12 | 0 | 0.00 | +2.12 |
| Calais | 106,257 | 1.33 | 0 | 0.00 | +1.33 |
| Toronado | 42,185 | 0.54 | 48,100 | 0.59 | −0.04 |
| Pontiac Total | 519,390 | 6.51 | 594,821 | 7.34 | −0.83 |
| Acadian** | 8,992 | 0.11 | 5,866 | 0.07 | +0.04 |
| 2000 Sunbird | 111,899 | 1.40 | 169,290 | 2.09 | −0.69 |
| 1000 | 25,855 | 0.32 | 55,063 | 0.69 | −0.37 |
| Firebird | 95,880 | 1.20 | 128,304 | 1.58 | −0.38 |
| Phoenix | 0 | 0.00 | 22,847 | 0.28 | −0.28 |
| 6000 | 35,726 | 0.45 | 0 | 0.00 | +0.45 |
| Grand Prix/Bon'vle | 0 | 0.00 | 53,222 | 0.65 | −0.65 |
| Parisienne | 82,107 | 1.03 | 25,624 | 0.32 | +0.71 |
| Fiero | 76,371 | 0.96 | 134,585 | 1.66 | −0.70 |
| Grand Am | 82,560 | 1.04 | 0 | 0.00 | +1.04 |
| HONDA | 155,102 | 1.95 | 117,200 | 1.45 | +0.50 |
| NISSAN | 17,368 | 0.22 | 0 | 0.00 | +0.22 |
| NUMMI (Nova) | 27,943 | 0.35 | 0 | 0.00 | +0.35 |
| VOLKSWAGEN | 82,797 | 1.04 | 104,301 | 1.29 | −0.25 |
| Total Cars, U.S. | 7,975,390 | 100.00 | 8,102,269 | 100.00 | |

*Chevrolet Division 1984 figures have been revised to include only U.S. production.
**Built for sale in Canada only.

## U.S. CAR OUTPUT, CALENDAR '85 vs. '84

| | 1985 Model Year | Pct. of Output | 1984 Model Year | Pct. of Output | Pct. of Change '85 vs. '84 |
|---|---|---|---|---|---|
| AMERICAN MOTORS | 111,138 | 1.36 | 192,196 | 2.47 | −1.11 |
| Renault Total | 111,136 | 1.36 | 192,196 | 2.47 | −1.11 |
| Alliance | 74,292 | 0.91 | 110,173 | 1.42 | −0.51 |
| Encore | 36,846 | 0.45 | 82,023 | 1.05 | −0.60 |
| CHRYSLER CORP. | 1,266,068 | 15.47 | 1,252,216 | 16.10 | −0.63 |
| Plymouth Total | 369,487 | 4.52 | 380,652 | 4.89 | −0.37 |
| Horizon | 142,611 | 1.74 | 159,247 | 2.04 | −0.30 |
| Reliant | 162,690 | 1.99 | 174,793 | 2.25 | −0.26 |
| Caravelle** | 49,006 | 0.60 | 25,348 | 0.33 | +0.27 |
| Gran Fury | 15,180 | 0.19 | 21,264 | 0.27 | −0.08 |
| Chrysler Total | 414,193 | 5.06 | 403,699 | 5.19 | −0.13 |
| LeBaron | 96,339 | 1.17 | 116,459 | 1.51 | −0.34 |
| LeBaron GTS | 95,187 | 1.16 | 10,589 | 0.15 | +0.01 |
| Laser | 52,209 | 0.64 | 70,066 | 0.90 | −0.26 |
| New Yorker/E-Class | 64,342 | 0.79 | 89,783 | 1.13 | −0.34 |
| Fifth Avenue | 106,116 | 1.30 | 116,802 | 1.50 | −0.20 |
| Dodge Total | 482,388 | 5.89 | 467,865 | 6.02 | −0.13 |
| Omni | 136,823 | 1.66 | 146,350 | 1.88 | −0.22 |
| Aries | 135,186 | 1.65 | 144,448 | 1.86 | −0.21 |
| Daytona | 47,746 | 0.58 | 52,974 | 0.68 | −0.10 |
| Dodge 600 | 66,835 | 0.82 | 74,704 | 0.96 | −0.14 |
| Lancer | 65,097 | 0.80 | 8,289 | 0.11 | +0.69 |
| Diplomat | 30,701 | 0.38 | 41,100 | 0.53 | −0.15 |
| FORD MOTOR | 1,636,150 | 19.99 | 1,775,315 | 22.83 | −2.84 |
| Ford Division | 1,098,647 | 13.43 | 1,145,116 | 14.72 | −1.29 |
| Escort | 344,589 | 4.21 | 341,757 | 4.39 | −0.18 |
| Mustang | 187,776 | 2.29 | 140,338 | 1.80 | +0.49 |
| LTD | 184,431 | 2.26 | 225,933 | 2.90 | −0.64 |
| Taurus | 12,250 | 0.15 | 0.00 | 0.00 | +0.15 |
| Thunderbird | 170,513 | 2.08 | 146,186 | 1.88 | +0.20 |
| Crown Victoria | 7,122 | 0.09 | 83,081 | 1.07 | −0.98 |
| EXP | 3,842 | 0.05 | 42,501 | 0.55 | −0.50 |
| Tempo | 188,124 | 2.30 | 165,320 | 2.13 | +0.17 |
| L-M Division | 537,503 | 6.56 | 630,199 | 8.11 | −1.55 |
| Mercury Total | 374,426 | 4.57 | 461,495 | 5.94 | −1.37 |
| Lynx | 75,078 | 0.92 | 69,778 | 0.90 | +0.02 |
| Capri | 20,095 | 0.25 | 18,254 | 0.23 | +0.02 |
| Marquis | 84,862 | 1.04 | 121,049 | 1.56 | −0.52 |
| Sable | 5,810 | 0.07 | 0.00 | 0.00 | +0.07 |
| Cougar | 129,788 | 1.57 | 116,536 | 1.50 | +0.07 |
| Grand Marquis | 4,733 | 0.06 | 89,312 | 1.15 | −1.09 |
| Topaz | 54,060 | 0.66 | 46,566 | 0.60 | +0.06 |
| Lincoln Total | 163,077 | 1.99 | 168,704 | 2.17 | −0.18 |
| Continental | 25,259 | 0.31 | 36,105 | 0.46 | −0.15 |
| Lincoln | 119,787 | 1.46 | 106,998 | 1.38 | +0.08 |
| Mark VII | 18,031 | 0.22 | 25,601 | 0.33 | −0.11 |
| GENERAL MOTORS | 4,822,478 | 58.89 | 4,344,611 | 55.86 | +3.03 |
| Buick Total | 1,001,461 | 12.23 | 987,833 | 12.70 | −0.47 |
| Skylark | 40,953 | 0.50 | 110,649 | 1.42 | −0.92 |
| Skyhawk | 105,617 | 1.29 | 127,327 | 1.64 | −0.35 |
| Somerset Regal | 125,593 | 1.53 | 28,352 | 0.36 | +1.17 |
| Century | 299,104 | 3.67 | 227,973 | 2.93 | +0.74 |
| Regal | 137,018 | 1.67 | 174,120 | 2.24 | −0.57 |
| LeSabre/Electra (rwd) | 96,652 | 1.18 | 178,500 | 2.30 | −1.12 |
| LeSabre (fwd) | 9,960 | 0.12 | 0.00 | 0.00 | +0.12 |
| Riviera | 47,882 | 0.58 | 53,093 | 0.68 | −0.10 |
| Electra (fwd) | 138,682 | 1.69 | 87,819 | 1.13 | +0.56 |
| Cadillac Total | 322,765 | 3.94 | 328,418 | 4.22 | −0.28 |
| Cimarron | 26,703 | 0.33 | 14,362 | 0.19 | +0.14 |
| Seville | 28,678 | 0.35 | 38,683 | 0.50 | −0.15 |
| Eldorado | 53,301 | 0.65 | 75,957 | 0.97 | −0.32 |
| Cadillac | 39,773 | 0.49 | 117,150 | 1.50 | −1.01 |
| DeVille (fwd) | 174,310 | 2.12 | 82,265 | 1.06 | +1.06 |
| Chevrolet Total | 1,627,767 | 19.87 | 1,457,066 | 18.73 | +1.14 |
| Chevette | 153,883 | 1.88 | 174,377 | 2.24 | −0.36 |
| Cavalier | 492,004 | 6.00 | 400,254 | 5.14 | +0.86 |
| Celebrity | 264,097 | 3.23 | 280,653 | 3.61 | −0.38 |
| Camaro | 214,429 | 2.62 | 230,082 | 2.96 | −0.34 |
| Citation | 28,697 | 0.35 | 104,045 | 1.34 | −0.99 |
| Monte Carlo | 138,532 | 1.69 | 97,922 | 1.26 | +0.43 |
| Chevrolet | 289,821 | 3.53 | 134,072 | 1.72 | +1.81 |
| Corvette | 46,304 | 0.57 | 35,661 | 0.46 | +0.11 |
| Oldsmobile Total | 1,168,982 | 14.28 | 1,065,528 | 13.70 | +0.58 |
| Omega | 0 | 0.00 | 29,288 | 0.38 | −0.38 |
| Firenza | 62,152 | 0.76 | 67,986 | 0.87 | −0.11 |
| Cutlass Supreme | 235,496 | 2.88 | 247,458 | 3.18 | −0.30 |
| Cutlass Ciera | 356,798 | 4.36 | 251,506 | 3.23 | +1.13 |
| 88/98 (rwd) | 168,940 | 2.06 | 282,378 | 3.63 | −1.57 |
| 88 (fwd) | 23,460 | 0.29 | 0.00 | 0.00 | +0.29 |
| Olds 98 | 143,277 | 1.75 | 109,321 | 1.41 | +0.34 |
| Calais | 149,829 | 1.83 | 33,195 | 0.43 | +1.40 |
| Toronado | 29,030 | 0.35 | 44,396 | 0.57 | −0.22 |
| Pontiac Total | 701,503 | 8.57 | 505,766 | 6.51 | +2.06 |
| Acadian** | 16,602 | 0.20 | 14,396 | 0.19 | + 0.01 |
| 2000 Sunbird | 142,947 | 1.75 | 136,582 | 1.76 | −0.01 |
| 1000 | 24,895 | 0.30 | 25,063 | 0.32 | −0.02 |
| Firebird | 114,290 | 1.40 | 108,396 | 1.39 | +0.01 |
| Phoenix | 0 | 0.00 | 14,195 | 0.18 | −0.18 |
| 6000 | 58,952 | 0.72 | 106 | 0.00 | +0.72 |
| Grand Prix/Bon'vle | 0 | 0.00 | 20,003 | 0.26 | −0.26 |
| Parisienne | 90,989 | 1.11 | 48,356 | 0.62 | +0.49 |
| Fiero | 109,569 | 1.34 | 114,002 | 1.47 | −0.13 |
| Grand Am | 143,259 | 1.75 | 24,667 | 0.32 | +1.43 |
| HONDA | 145,337 | 1.78 | 138,578 | 1.78 | +0.00 |
| NISSAN | 43,810 | 0.54 | 0 | 0.00 | +0.54 |
| NUMMI (Nova) | 64,601 | 0.79 | 20 | 0.00 | +0.79 |
| VOLKSWAGEN | 96,458 | 1.18 | 74,785 | 0.96 | +0.22 |
| Total Cars, U.S. | 8,186,040 | 100.00 | 7,777,721 | 100.00 | |

**Built for sale in Canada only.

# PRODUCTION

## U.S. CALENDAR YEAR OUTPUT (By Size Classification)

### SUBCOMPACTS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 344,589 | Escort | 341,757 | 1 |
| 2 | 153,883 | Chevette | 174,337 | 2 |
| 3 | 145,337 | Accord | 138,578 | 5 |
| 4 | 142,611 | Horizon | 159,247 | 3 |
| 5 | 136,832 | Omni | 146,350 | 4 |
| 6 | 109,569 | Fiero | 114,002 | 6 |
| 7 | 96,458 | Golf/Rabbit | 74,785 | 9 |
| 8 | 75,078 | Lynx | 69,778 | 11 |
| 9 | 74,292 | Alliance | 110,173 | 7 |
| 10 | 64,601 | Nova (NUMMI) | 20 | 16 |
| 11 | 52,209 | Laser | 70,066 | 10 |
| 12 | 47,746 | Daytona | 52,974 | 12 |
| 13 | 43,810 | Sentra | — | |
| 14 | 36,846 | Encore | 82,023 | 8 |
| 15 | 24,895 | Pontiac 1000 | 25,063 | 14 |
| 16 | 16,602 | Acadian | 14,396 | 15 |
| 17 | 3,842 | EXP | 42,501 | 13 |
| | 1,569,191 | Total | 1,616,090 | |

### COMPACTS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 492,004 | Cavalier | 400,254 | 1 |
| 2 | 214,429 | Camaro | 230,082 | 2 |
| 3 | 188,124 | Tempo | 165,320 | 4 |
| 4 | 187,776 | Mustang | 140,338 | 6 |
| 5 | 162,690 | Reliant | 174,793 | 3 |
| 6 | 142,947 | 2000 Sunbird | 136,582 | 7 |
| 7 | 135,186 | Aries | 144,448 | 5 |
| 8 | 114,290 | Firebird | 108,396 | 10 |
| 9 | 105,617 | Skyhawk | 127,327 | 8 |
| 10 | 96,339 | LeBaron | 116,459 | 9 |
| 11 | 62,152 | Firenza | 67,986 | 11 |
| 12 | 54,060 | Topaz | 46,566 | 12 |
| 13 | 26,703 | Cimarron | 14,362 | 14 |
| 14 | 20,095 | Capri | 18,254 | 13 |
| | 2,002,412 | Total | 1,891,167 | |

### INTERMEDIATES

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 356,798 | Cutlass Ciera | 251,506 | 2 |
| 2 | 299,104 | Century | 227,973 | 4 |
| 3 | 264,097 | Celebrity | 280,653 | 1 |
| 4 | 235,496 | Cutlass Supreme | 247,458 | 3 |
| 5 | 184,431 | LTD | 225,993 | 5 |
| 6 | 170,513 | Thunderbird | 146,186 | 7 |
| 7 | 149,829 | Calais | 33,195 | 15 |
| 8 | 143,259 | Grand Am | 24,667 | 19 |
| 9 | 138,532 | Monte Carlo | 97,922 | 12 |
| 10 | 137,018 | Regal | 174,120 | 6 |
| 11 | 129,788 | Cougar | 116,536 | 9 |
| 12 | 125,593 | Somerset | 28,352 | 17 |
| 13 | 95,187 | LeBaron GTS | 10,589 | 22 |
| 14 | 90,989 | Pontiac 6000 E | 106 | 24 |
| 15 | 84,862 | Marquis | 121,049 | 6 |
| 16 | 66,835 | Dodge 600 | 74,704 | 14 |
| 17 | 65,097 | Lancer | 8,289 | 23 |
| 18 | 64,342 | N. Yorker/E Class | 89,783 | 13 |
| 19 | 49,006 | Caravelle | 25,348 | 18 |
| 20 | 40,953 | Skylark | 110,649 | 10 |
| 21 | 28,697 | Citation | 104,045 | 11 |
| 22 | 12,250 | Taurus | — | |
| 23 | 5,810 | Sable | — | |
| | — | Omega | 29,288 | 16 |
| | — | Grand Prix | 20,003 | 20 |
| | — | Phoenix | 14,195 | 21 |
| | 2,938,486 | Total | 2,462,549 | |

### STANDARDS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 289,821 | Chevrolet | 134,072 | 3 |
| 2 | 168,940 | Olds 88 (rwd) | 282,378 | 1 |
| 3 | 96,652 | LeSabre (rwd) | 178,500 | 2 |
| 4 | 58,952 | Parisienne | 48,356 | 6 |
| 5 | 30,701 | Diplomat | 41,100 | 7 |
| 6 | 23,460 | Olds 88 (fwd) | — | |
| 7 | 15,180 | Gran Fury | 21,264 | 8 |
| 8 | 9,960 | LeSabre (fwd) | — | |
| 9 | 7,122 | Crown Victoria | 83,081 | 5 |
| 10 | 4,733 | Grand Marquis | 89,312 | 4 |
| | 705,521 | Total | 878,063 | |

### LUXURY

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 174,310 | Deville | 82,266 | 5 |
| 2 | 143,277 | Olds 98 (fwd) | 82,610 | 4 |
| 3 | 138,682 | Electra (fwd) | 61,580 | 7 |
| 4 | 119,787 | Lincoln | 106,998 | 2 |
| 5 | 106,116 | Fifth Avenue | 116,802 | 3 |
| 6 | 53,301 | Eldorado | 75,957 | 6 |
| 7 | 47,882 | Riviera | 53,093 | 8 |
| 8 | 46,304 | Corvette | 35,661 | 12 |
| 9 | 39,773 | Cadillac | 117,150 | 1 |
| 10 | 29,030 | Toronado | 44,396 | 9 |
| 11 | 28,678 | Seville | 38,683 | 10 |
| 12 | 25,259 | Continental | 36,105 | 11 |
| 13 | 18,031 | Mark VII | 25,601 | 15 |
| | — | Olds 98 (rwd) | 26,711 | 13 |
| | — | Electra (rwd) | 26,239 | 14 |
| | 970,430 | Total | 929,852 | |
| | 8,186,040 | Grand Total | 7,777,721 | |

## MODEL RUN OUTPUT IN U.S. (By Size Classification)

### COMPACTS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 364,345 | Escort | 331,802 | 1 |
| 2 | 156,073 | Horizon | 147,902 | 3 |
| 3 | 155,102 | Accord | 117,200 | 7 |
| 4 | 146,731 | Omni | 142,494 | 4 |
| 5 | 123,499 | Chevette | 240,189 | 2 |
| 6 | 91,664 | Alliance | 121,015 | 6 |
| 7 | 82,797 | Golf/Rabbit | 104,301 | 8 |
| 8 | 80,551 | Lynx | 66,056 | 11 |
| 9 | 76,371 | Fiero | 134,585 | 5 |
| 10 | 58,525 | Encore | 87,609 | 9 |
| 11 | 58,337 | Laser | 69,720 | 10 |
| 12 | 50,107 | Daytona | 53,635 | 13 |
| 13 | 27,943 | Nova (NUMMI) | — | |
| 14 | 26,462 | EXP | 23,016 | 14 |
| 15 | 25,855 | Pontiac 1000 | 55,083 | 12 |
| 16 | 17,368 | Sentra | — | |
| 17 | 8,992 | Acadian | 5,866 | 15 |
| | 1,550,722 | Total | 1,700,473 | |

### COMPACTS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 383,785 | Cavalier | 462,612 | 1 |
| 2 | 201,535 | Tempo | 214,033 | 3 |
| 3 | 180,018 | Camaro | 261,592 | 2 |
| 4 | 166,966 | Reliant | 187,245 | 4 |
| 5 | 156,514 | Mustang | 141,480 | 8 |
| 6 | 141,841 | Aries | 150,702 | 6 |
| 7 | 111,899 | 2000 Sunbird | 169,290 | 5 |
| 8 | 101,026 | LeBaron | 111,808 | 10 |
| 9 | 95,880 | Firebird | 128,304 | 9 |
| 10 | 82,516 | Skyhawk | 145,393 | 7 |
| 11 | 62,091 | Topaz | 59,359 | 12 |
| 12 | 49,040 | Firenza | 82,475 | 11 |
| 13 | 19,890 | Cimarron | 21,898 | 13 |
| 14 | 18,654 | Capri | 20,642 | 14 |
| | 1,771,657 | Total | 2,156,833 | |

### INTERMEDIATES

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 316,753 | Cutlass Ciera | 280,839 | 2 |
| 2 | 270,418 | Celebrity | 279,111 | 3 |
| 3 | 257,192 | Century | 219,858 | 5 |
| 4 | 240,216 | Cutlass Supreme | 309,124 | 1 |
| 5 | 205,535 | LTD | 213,742 | 6 |
| 6 | 151,852 | Thunderbird | 170,551 | 7 |
| 7 | 124,546 | Regal | 224,754 | 4 |
| 8 | 122,057 | Monte Carlo | 136,778 | 8 |
| 9 | 117,274 | Cougar | 131,171 | 9 |
| 10 | 106,257 | Calais | — | |
| 11 | 104,198 | Marquis | 107,812 | 11 |
| 12 | 93,157 | Skylark | 111,211 | 10 |
| 13 | 86,071 | Somerset | — | |
| 14 | 82,560 | Grand Am | — | |
| 15 | 70,957 | LeBaron GTS | — | |
| 16 | 70,143 | New Yorker/E Class | 106,240 | 14 |
| 17 | 69,352 | Dodge 600 | 72,070 | 13 |
| 18 | 62,722 | Citation | 102,205 | 12 |
| 19 | 51,504 | Caravelle | 7,932 | 19 |
| 20 | 50,942 | Lancer | — | |
| 21 | 35,726 | Pontiac 6000 | — | |
| | — | Omega | 52,986 | 15 |
| | — | Bonneville | 29,269 | 16 |
| | — | Grand Prix | 23,953 | 17 |
| | — | Phoenix | 22,847 | 18 |
| | 2,689,432 | Total | 2,602,453 | |

### STANDARDS

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 241,765 | Olds 88 (rwd) | 293,868 | 1 |
| 2 | 235,870 | Chevrolet | 121,117 | 3 |
| 3 | 157,256 | LeSabre/Electra (rwd) | 228,901 | 2 |
| 4 | 82,107 | Parisienne | 25,624 | 6 |
| 5 | 43,184 | Crown Victoria | 86,084 | 5 |
| 6 | 41,862 | Diplomat | 23,626 | 7 |
| 7 | 37,101 | Grand Marquis | 90,341 | 4 |
| 8 | 19,168 | Gran Fury | 14,685 | 8 |
| | 858,313 | Total | 884,246 | |

### LUXURY

| 1985 Position | 1985 Total | Make | 1984 Total | 1984 Position |
|---|---|---|---|---|
| 1 | 197,093 | Deville | — | |
| 2 | 169,433 | Olds 98 | 76,833 | 5 |
| 3 | 136,863 | Electra | — | |
| 4 | 120,315 | Fifth Avenue | 88,085 | 3 |
| 5 | 119,878 | Lincoln | 93,622 | 2 |
| 6 | 76,401 | Eldorado | 77,806 | 4 |
| 7 | 65,305 | Riviera | 57,863 | 6 |
| 8 | 51,701 | Cadillac | 160,599 | 1 |
| 9 | 42,185 | Toronado | 48,100 | 9 |
| 10 | 39,755 | Seville | 39,997 | 10 |
| 11 | 39,729 | Corvette | 51,547 | 8 |
| 12 | 28,253 | Continental | 30,468 | 12 |
| | 18,355 | Mark VII | 33,344 | 11 |
| | 1,105,266 | Total | 756,264 | |
| | 7,975,390 | Grand Total | 8,102,269 | |

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1984 figures have been revised to include only U.S. production.

# PRODUCTION

## U.S. AUTO PRODUCTION BY MONTHS

| | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 |
|---|---|---|---|---|---|---|
| January | 531,670 | 459,862 | 266,858 | 452,949 | 670,687 | 761,921 |
| February | 624,301 | 482,098 | 311,926 | 511,981 | 695,171 | 673,582 |
| March | 643,200 | 623,571 | 455,808 | 589,394 | 783,807 | 747,433 |
| April | 580,855 | 653,306 | 474,222 | 549,322 | 672,200 | 757,752 |
| May | 527,353 | 666,389 | 499,242 | 627,517 | 712,979 | 776,811 |
| June | 534,085 | 712,524 | 546,807 | 692,046 | 684,381 | 694,122 |
| July | 417,038 | 518,456 | 436,644 | 473,239 | 524,872 | 618,537 |
| August | 312,758 | 397,334 | 353,656 | 536,421 | 557,060 | 550,469 |
| September | 534,480 | 457,731 | 425,047 | 663,210 | 541,792 | 635,329 |
| October | 675,001 | 535,129 | 415,197 | 717,972 | 701,686 | 760,970 |
| November | 562,380 | 418,948 | 404,542 | 684,263 | 678,927 | 668,083 |
| December | 473,764 | 354,697 | 383,921 | 614,038 | 554,159 | 541,031 |
| Yearly Totals | 6,416,885 | 6,280,045 | 4,973,870 | 7,112,352 | 7,777,721 | 8,186,040 |

## WHERE 1986-MODEL CARS ARE BUILT

### United States

**AMERICAN MOTORS**

| | |
|---|---|
| Kenosha, Wis. | Alliance, Encore |

**CHRYSLER CORP.**

| | |
|---|---|
| Belvidere, Ill. | Omni, Horizon, Charger, Shelby Charger, Turismo |
| Jefferson (Detroit) | Aries, Reliant, Dodge 600, Caravelle, New Yorker |
| Newark, Del. | Aries, Aries Wagon, Reliant, LeBaron, Chrysler Town & Country Wagon |
| St. Louis (No. 1) | Reliant, Aries, Dodge 600, LeBaron, Caravelle, Daytona, Laser |
| St. Louis (No. 2) | Gran Fury, Diplomat, Caravelle*, Fifth Avenue |
| Sterling Heights, Mich. | LeBaron GTS, Lancer, Plymouth Sundance and Dodge Shadow (spring 1986) |

*Built for sale in Canada.

**FORD MOTOR CO.**

| | |
|---|---|
| Atlanta | Taurus, Sable |
| Chicago | Taurus, Sable |
| Dearborn | Mustang, Capri |
| Edison, N.J. | Escort, Lynx |
| Kansas City | Tempo, Topaz |
| Lorain, Ohio | Thunderbird, Cougar |
| Wayne, Mich. | Escort, Lynx, Escort EXP |
| Wixom, Mich. | Lincoln, Mark VII, Continental |

**GENERAL MOTORS**

| | |
|---|---|
| Arlington, Tex. | Monte Carlo, Cutlass Supreme |
| Bowling Green, Ky. | Corvette |
| Detroit (Clark Ave.) | Cadillac (rwd), Olds 88 (rwd), Caprice |
| Detroit-Hamtramck | Toronado, Riviera, Eldorado, Seville |
| Doraville, Ga. | Cutlass Ciera, Century |
| Fairfax, Kans. | Chevrolet, Olds 88, LeSabre (rwd), Parisienne |
| Flint, Mich. | LeSabre (fwd) |
| Flint (Buick City) | Estate Wagons, Caprice Classic, Cutlass Supreme, Regal |
| Framingham, Mass. | Celebrity, Cutlass Ciera |
| Janesville, Wis. | Cavalier, Cimarron |
| Lake Orion, Mich. | Cadillac/DeVille (rwd), Olds 98, Electra |
| Lakewood, Ga. | Chevette, 1000, Acadian |
| Lansing | Calais, Grand Am, Somerset |
| Leeds, Mo. | Cavalier, Firenza, Skyhawk |
| Linden, N.J. | GM-25 1987 models (fall 1986) |
| Lordstown, Ohio | Cavalier, Sunbird |
| Norwood, Ohio | Camaro, Firebird |
| Oklahoma City | Celebrity, Century |
| Pontiac | Fiero |
| Pontiac (No. 8) | Cutlass Supreme, Regal |
| Tarrytown, N.Y. | 6000, Century |
| Van Nuys, Calif. | Camaro, Firebird |
| Wentzville, Mo. | Electra, Olds 98, Old 88 (fwd) |
| Willow Run, Mich. | Olds 88 (fwd) |
| Wilmington, Del. | Caprice, GM-25 1987 models (fall 1986) |

**HONDA OF AMERICA MFG. CO.**

| | |
|---|---|
| Marysville, Ohio | Accord |

**VOLKSWAGEN OF AMERICA**

| | |
|---|---|
| Westmoreland, Pa. | Golf/GTI |

**NISSAN MOTOR MFG. CO.**

| | |
|---|---|
| Smyrna, Tenn. | Sentra |

**NEW UNITED MOTOR MFG. INC.**

| | |
|---|---|
| Fremont, Calif. | Nova |

### Canada

**AMERICAN MOTORS**

| | |
|---|---|
| Brampton, Ont. | Eagle |

**FORD MOTOR CO.**

| | |
|---|---|
| Oakville, Ont. | Tempo, Topaz, Escort, Lynx |
| St. Thomas, Ont. | Crown Victoria, Grand Marquis |

**GENERAL MOTORS**

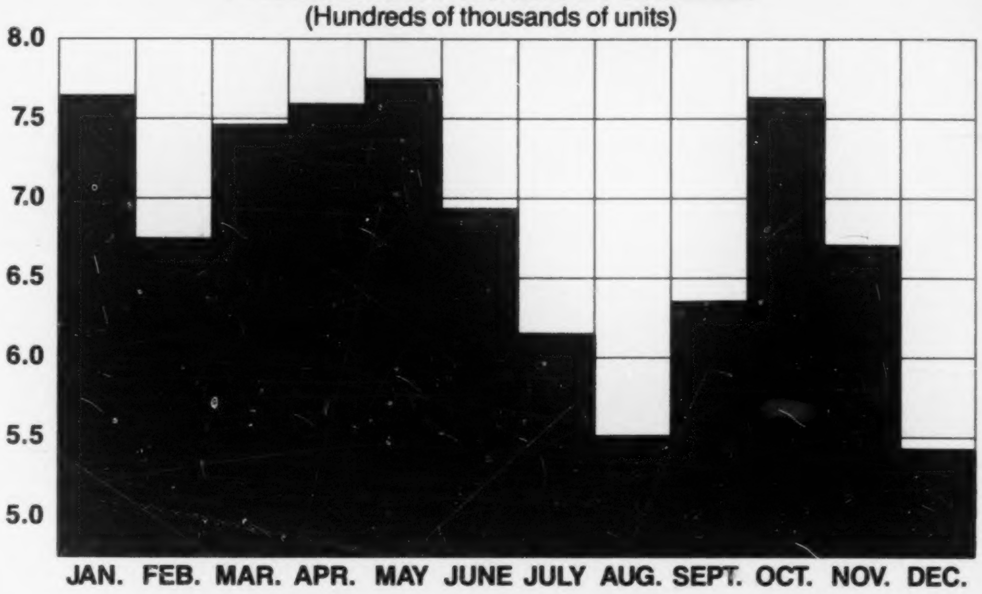
| | |
|---|---|
| Oshawa, Ont. (No. 1) | Cutlass Ciera, 6000 |
| Oshawa, Ont. (No. 2) | Celebrity |
| Ste. Therese, Que. | Cutlass Supreme, Grand Prix, Bonneville |

**VOLVO**

| | |
|---|---|
| Halifax, N.S. | Volvo |

## PRODUCTION FOR 1985 BY MONTHS

(Hundreds of thousands of units)



## GEOGRAPHICAL TRENDS IN U.S. CAR OUTPUT

(Breakdown by states, 1985 vs. 1984)

| | Total Output 1985 | Pct. of Output 1985 | Overall Pos., 1985 | Total Output 1984 | Pct. of Output 1984 | Overall Pos., 1984 | Pct. Pt. Change '85 vs. '84 |
|---|---|---|---|---|---|---|---|
| Michigan | 2,430,785 | 29.70 | 1 | 2,156,567 | 27.74 | 1 | +1.96 |
| Missouri | 1,046,739 | 12.79 | 2 | 1,137,822 | 14.64 | 2 | −1.85 |
| Ohio | 898,341 | 10.97 | 3 | 791,053 | 10.18 | 3 | +0.79 |
| Georgia | 581,070 | 7.10 | 4 | 527,654 | 6.79 | 5 | +0.31 |
| Illinois | 488,332 | 5.97 | 5 | 539,676 | 6.94 | 4 | −0.97 |
| Delaware | 450,582 | 5.50 | 6 | 415,205 | 5.34 | 7 | +0.16 |
| Wisconsin | 373,062 | 4.56 | 7 | 426,458 | 5.49 | 6 | −0.93 |
| Oklahoma | 318,748 | 3.89 | 8 | 328,690 | 4.23 | 9 | −0.34 |
| New Jersey | 272,081 | 3.32 | 9 | 342,932 | 4.41 | 8 | −1.09 |
| Texas | 260,322 | 3.18 | 10 | 247,539 | 3.17 | 11 | +0.01 |
| Kansas | 254,904 | 3.11 | 11 | 264,935 | 3.41 | 10 | −0.30 |
| California | 251,332 | 3.07 | 12 | 205,879 | 2.65 | 12 | +0.42 |
| Massachusetts | 191,718 | 2.34 | 13 | 170,877 | 2.20 | 13 | +0.14 |
| New York | 181,166 | 2.21 | 14 | 76,856 | 0.99 | 14 | +1.22 |
| Pennsylvania | 96,458 | 1.18 | 15 | 74,785 | 0.96 | 15 | +0.22 |
| Kentucky | 46,290 | 0.57 | 16 | 35,661 | 0.46 | 16 | +0.11 |
| Tennessee | 43,810 | 0.54 | 17 | - | | | +0.54 |
| Maryland | - | | | 30,742 | 0.40 | 17 | −0.40 |
| TOTALS | 8,186,040 | 100.00 | — | 7,773,331 | 100.00 | — | — |

## WHERE 1986-MODEL TRUCKS ARE BUILT

### UNITED STATES

**AMERICAN MOTORS**

| | |
|---|---|
| Toledo | Jeep Vehicles |

**CHRYSLER CORP.**

| | |
|---|---|
| Warren, Mich. | light-duty trucks, Ramcharger, standard and mid-size trucks (spring 1986) |

**FORD MOTOR CO.**

| | |
|---|---|
| Kansas City | light trucks |
| Kentucky Truck (Louisville) | medium, heavy and extra-heavy trucks |
| Lorain, Ohio | Econoline, Club Wagon |
| Louisville | Ranger, Bronco II |
| Michigan Truck (Wayne) | Bronco, light trucks |
| Norfolk | light trucks |
| St. Louis | Aerostar minivan |
| Twin Cities | light trucks |

**FREIGHTLINER CORP.**

| | |
|---|---|
| Mount Holly, N.C. | heavy trucks |
| Portland, Ore. | heavy trucks |

**GENERAL MOTORS**

| | |
|---|---|
| Baltimore | Chevrolet Astro, GMC Safari, compact vans |
| Detroit | commercial, recreational, specialty vehicle chassis |
| Flint | Chevrolet, GMC pickups, Blazer, Jimmy, Suburban wagons, CUCV military vehicles |
| Janesvile, Wis. | Chevrolet, GMC light trucks |
| Lordstown, Ohio | Chevrolet, GMC vans |
| Moraine, Ohio | Chevrolet S-10, GMC S-15 trucks |
| Pontiac | Chevrolet, GMC light and medium-duty trucks, GMC heavy trucks, Chevrolet S-10 and GMC S-15 trucks, buses |
| Shreveport, La. | Chevrolet S-10, GMC S-15 trucks, Blazer, Jimmy |
| St. Louis | Chevrolet, GMC light trucks |

**KENWORTH TRUCK CO.**

| | |
|---|---|
| Chillicothe, Ohio | heavy trucks |
| Kansas City | heavy trucks |
| Seattle | heavy trucks |

**NAVISTAR INTERNATIONAL**

| | |
|---|---|
| Springfield, Ohio | medium and heavy trucks |

**MACK TRUCKS, INC.**

| | |
|---|---|
| Allentown, Pa. | heavy trucks |
| Macungie, Pa | heavy trucks |

**MERCEDES-BENZ TRUCK CO.**

| | |
|---|---|
| Hampton, Va. | medium trucks |

**NISSAN MOTOR MFG. CO.**

| | |
|---|---|
| Smyrna, Tenn. | pickup trucks |

**PETERBILT MOTORS CO.**

| | |
|---|---|
| Denton, Tex. | heavy trucks |
| Nashville | heavy trucks |
| Newark, Calif. | heavy trucks |

**VOLVO WHITE TRUCKS CORP.**

| | |
|---|---|
| Dublin, Va. | heavy trucks |
| Ogden, Utah | heavy trucks |

### CANADA

**AMERICAN MOTORS**

| | |
|---|---|
| Brampton, Ont. | Jeep Wrangler (March 1986) |

**CHRYSLER CORP.**

| | |
|---|---|
| Windsor, Ont. | Dodge Caravan, Plymouth Voyager minivans, Mini Ram Van |
| Pillete Rd. (Windsor) | Dodge Ram Van, Ram Wagon |

**FORD MOTOR CO.**

| | |
|---|---|
| Ontario Truck (Oakville) | light trucks |

**FREIGHTLINER OF CANADA, LTD.**

| | |
|---|---|
| Burnaby, B.C. | heavy trucks |

**GENERAL MOTORS**

| | |
|---|---|
| Oshawa | Chevrolet, GMC pickups |
| St. Eustache, Que. | buses |
| Scarborough, Ont. | full-size Chevrolet and GMC vans |

**INTERNATIONAL HARVESTER**

| | |
|---|---|
| Chatham, Ont. | medium and heavy trucks |

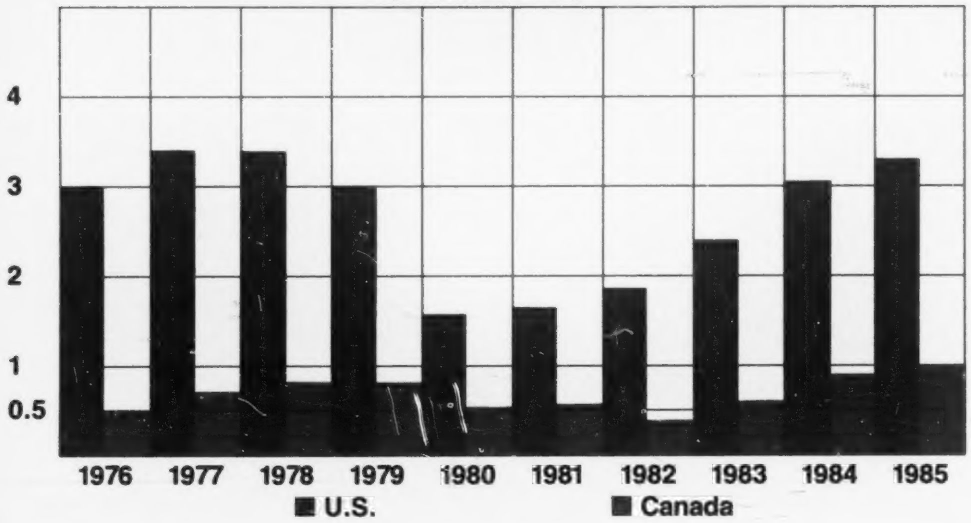
**MACK TRUCKS, INC.**

| | |
|---|---|
| Oakville, Ont. | heavy trucks |

# PRODUCTION

## NORTH AMERICAN TRUCK PRODUCTION

(Millions of units)



## CANADIAN TRUCK OUTPUT BY CALENDAR YEAR

| | | | |
|---|---|---|---|
| 1985 | 845,528 | 1971 | 277,842 |
| 1984 | 815,783 | 1970 | 233,938 |
| 1983 | 560,864 | 1969 | 315,354 |
| 1982 | 468,327 | 1968 | 277,649 |
| 1981 | 555,829 | 1967 | 225,551 |
| 1980 | 526,277 | 1966 | 200,019 |
| 1979 | 657,436 | 1965 | 142,706 |
| 1978 | 674,687 | 1964 | 109,116 |
| 1977 | 569,329 | 1963 | 98,454 |
| 1976 | 497,430 | 1962 | 79,808 |
| 1975 | 389,728 | 1961 | 62,903 |
| 1974 | 338,558 | 1960 | 70,040 |
| 1973 | 352,934 | 1959 | 67,523 |
| 1972 | 304,757 | | |

## U.S. VAN AND LIGHT TRUCK OUTPUT, '85 vs. '84

| | Total '85 Output | % of '85 Output | Total '84 Output | % of '84 Output |
|---|---|---|---|---|
| CHEVROLET | 1,325,491 | 39.72 | 968,709 | 34.07 |
| Chevy Van/Sportvan | 171,329 | 5.13 | 120,878 | 4.25 |
| S-10 | 250,194 | 7.50 | 199,631 | 7.02 |
| S-10 Blazer | 231,605 | 6.94 | 150,599 | 5.30 |
| Blazer | 40,011 | 1.20 | 46,919 | 1.65 |
| Astro | 90,104 | 2.70 | 7,895 | 0.28 |
| Suburban | 64,670 | 1.94 | 57,286 | 2.01 |
| Pickups | 430,600 | 12.90 | 332,404 | 11.69 |
| P Models | 46,978 | 1.41 | 53,097 | 1.87 |
| CHRYSLER | 213,930 | 6.41 | 213,115 | 7.49 |
| Ramcharger | 19,766 | 0.59 | 34,604 | 1.22 |
| Pickups | 194,164 | 5.82 | 169,951 | 5.97 |
| Rampage/Scamp | ........ | ........ | 8,560 | 0.30 |
| FORD | 1,148,279 | 34.40 | 1,116,834 | 39.28 |
| Bronco | 52,724 | 1.58 | 53,772 | 1.90 |
| Bronco II | 111,351 | 3.34 | 109,107 | 3.84 |
| Econoline/Club Wagon | 230,662 | 6.91 | 240,927 | 8.47 |
| Pickups | 439,512 | [illegible] | 465,512 | 16.37 |
| Ranger | 264,769 | 7.93 | 247,516 | 8.70 |
| Aerostar | 49,261 | 1.48 | ........ | ........ |
| GMC | 316,533 | 9.48 | 268,202 | 9.43 |
| Vandura/Rally Vans | 22,805 | 0.68 | 25,944 | 0.91 |
| S-15 | 57,740 | 1.73 | 51,732 | 1.82 |
| S-15 Jimmy | 51,582 | 1.55 | 41,720 | 1.47 |
| Jimmy | 11,525 | 0.35 | 9,278 | 0.33 |
| Safari | 34,481 | 1.03 | 2,124 | 0.07 |
| Caballero | 3,057 | 0.09 | 2,834 | 0.10 |
| Suburban | 23,850 | 0.71 | 26,065 | 0.92 |
| Pickups | 105,651 | 3.16 | 98,759 | 3.47 |
| P Models | 5,842 | 0.18 | 9,746 | 0.34 |
| AMC-JEEP | 225,914 | 6.77 | 176,276 | 6.20 |
| Cherokee | 120,328 | 3.61 | 93,326 | 3.28 |
| CJ | 46,553 | 1.39 | 45,363 | 1.60 |
| Pickups | 1,953 | 0.06 | 3,082 | 0.11 |
| Wagoneer | 10,021 | 0.30 | 11,944 | 0.42 |
| Grand Wagoneer | 17,814 | 0.53 | 20,019 | 0.70 |
| Comanche | 29,245 | 0.88 | ........ | ........ |
| Scrambler | ........ | ........ | 2,492 | 0.09 |
| NISSAN | 107,422 | 3.22 | 100,510 | 3.53 |
| Pickups | 107,422 | 3.22 | 100,510 | 3.53 |
| TOTAL | 3,337,569 | 100.00 | 2,843,646 | 100.00 |

NOTE: 1984 figures revised to include only U.S. production.

## FACTORY SALES OF SPECIAL TRUCKS

### 4x4 Trucks

| | Domestic | Export | Total |
|---|---|---|---|
| 1961 | 72,050 | 75,024 | 147,074 |
| 1962 | 84,559 | 35,188 | 119,747 |
| 1963 | 95,316 | 41,299 | 136,615 |
| 1964 | 92,384 | 44,990 | 137,374 |
| 1965 | 106,206 | 39,772 | 145,978 |
| 1966 | 111,194 | 39,548 | 150,742 |
| 1967 | 115,766 | 37,829 | 153,595 |
| 1968 | 128,093 | 34,326 | 162,419 |
| 1969 | 142,790 | 32,036 | 174,826 |
| 1970 | 142,095 | 19,740 | 161,835 |
| 1971 | 204,811 | 20,561 | 225,372 |
| 1972 | 271,382 | 25,656 | 297,038 |
| 1973 | 368,471 | 35,157 | 403,628 |
| 1974 | 431,108 | 49,816 | 480,924 |
| 1975 | 413,720 | 65,991 | 479,711 |
| 1976 | 615,652 | 58,680 | 674,332 |
| 1977 | 749,154 | 74,959 | 824,113 |
| 1978 | 893,662 | 79,361 | 973,023 |
| 1979 | 666,522 | 85,066 | 751,588 |
| 1980 | 241,528 | 55,290 | 296,818 |
| 1981 | 241,889 | 56,633 | 298,522 |
| 1982 | 344,302 | 29,079 | 373,381 |
| 1983 | 673,720 | 49,307 | 723,027 |
| 1984 | 911,518 | 57,945 | 969,463 |
| 1985 | 997,861 | 72,752 | 1,070,613 |

### Multi-Stop Delivery Trucks

| | Domestic | Export | Total |
|---|---|---|---|
| 1957 | 23,066 | 1,230 | 24,296 |
| 1958 | 20,711 | 1,651 | 22,362 |
| 1959 | 31,933 | 1,077 | 33,010 |
| 1960 | 30,074 | 914 | 30,988 |
| 1961 | 31,949 | 1,445 | 33,394 |
| 1962 | 31,749 | 738 | 32,487 |
| 1963 | 33,303 | 792 | 34,095 |
| 1964 | 29,467 | 1,039 | 30,506 |
| 1965 | 41,102 | 866 | 41,968 |
| 1966 | 37,520 | 1,333 | 38,853 |
| 1967 | 36,893 | 1,950 | 38,843 |
| 1968 | 35,842 | 988 | 36,830 |
| 1969 | 48,918 | 1,904 | 50,822 |
| 1970 | 45,244 | 2,258 | 47,502 |
| 1971 | 68,211 | 3,886 | 72,097 |
| 1972 | 73,005 | 4,534 | 77,539 |
| 1973 | 82,811 | 5,885 | 88,696 |
| 1974 | 38,800 | 3,987 | 42,787 |
| 1975 | 33,019 | 4,000 | 37,019 |
| 1976 | 49,473 | 4,664 | 54,137 |
| 1977 | 52,573 | 3,685 | 56,258 |
| 1978 | 112,730 | 7,142 | 119,872 |
| 1979 | 45,395 | 6,422 | 51,817 |
| 1980 | 23,148 | 3,466 | 26,614 |
| 1981 | 25,979 | 3,451 | 29,430 |
| 1982 | 31,793 | 1,040 | 32,833 |
| 1983 | 46,431 | 1,519 | 47,950 |
| 1984 | 61,524 | 1,460 | 62,984 |
| 1985 | 47,623 | 1,910 | 49,533 |

### Trucks with Diesel Engines

| | Domestic | Export | Total |
|---|---|---|---|
| 1959 | 32,741 | 2,753 | 35,494 |
| 1960 | 28,186 | 2,774 | 30,960 |
| 1961 | 24,940 | 3,485 | 28,425 |
| 1962 | 38,464 | 5,383 | 43,847 |
| 1963 | 47,211 | 9,191 | 56,402 |
| 1964 | 57,179 | 8,197 | 65,376 |
| 1965 | 72,357 | 9,794 | 82,151 |
| 1966 | 85,619 | 11,011 | 96,560 |
| 1967 | 70,800 | 13,225 | 84,025 |
| 1968 | 83,423 | 10,396 | 93,819 |
| 1969 | 101,703 | 13,167 | 114,870 |
| 1970 | 91,801 | 13,913 | 105,714 |
| 1971 | 101,488 | 11,664 | 113,152 |
| 1972 | 129,628 | 13,461 | 143,089 |
| 1973 | 152,373 | 16,016 | 168,389 |
| 1974 | 144,702 | 22,557 | 167,259 |
| 1975 | 72,605 | 29,903 | 102,508 |
| 1976 | 107,216 | 21,860 | 129,076 |
| 1977 | 165,559 | 19,738 | 185,297 |
| 1978 | 219,915 | 23,933 | 243,848 |
| 1979 | 227,834 | 28,210 | 258,528 |
| 1980 | 214,562 | 29,584 | 244,146 |
| 1981 | 209,394 | 27,776 | 237,170 |
| 1982 | 219,748 | 16,853 | 236,601 |
| 1983 | 231,905 | 15,376 | 247,281 |
| 1984 | 333,122 | 27,664 | 360,786 |
| 1985 | 324,471 | 35,921 | 360,392 |

### Trucks with 3 or More Axles

| | Domestic | Export | Total |
|---|---|---|---|
| 1957 | 23,082 | 2,602 | 25,684 |
| 1958 | 17,585 | 1,679 | 19,264 |
| 1959 | 27,349 | 2,165 | 29,514 |
| 1960 | 24,621 | 2,077 | 26,698 |
| 1961 | 24,004 | 1,741 | 25,745 |
| 1962 | 30,525 | 1,898 | 32,423 |
| 1963 | 39,847 | 2,374 | 42,221 |
| 1964 | 50,558 | 3,406 | 53,994 |
| 1965 | 57,968 | 4,241 | 62,209 |
| 1966 | 71,817 | 4,914 | 76,731 |
| 1967 | 58,745 | 6,424 | 65,169 |
| 1968 | 65,923 | 6,143 | 72,066 |
| 1969 | 81,286 | 12,431 | 93,717 |
| 1970 | 76,129 | 9,426 | 85,555 |
| 1971 | 84,027 | 9,314 | 93,341 |
| 1972 | 106,732 | 12,165 | 118,897 |
| 1973 | 124,913 | 14,652 | 139,565 |
| 1974 | 125,658 | 21,126 | 146,784 |
| 1975 | 56,772 | 26,682 | 83,454 |
| 1976 | 80,533 | 16,064 | 96,597 |
| 1977 | 124,427 | 13,804 | 138,231 |
| 1978 | 134,296 | 16,668 | 150,964 |
| 1979 | 142,646 | 23,315 | 165,961 |
| 1980 | 86,572 | 17,747 | 104,319 |
| 1981 | 83,103 | 16,414 | 99,517 |
| 1982 | 59,170 | 7,176 | 66,346 |
| 1983 | 66,340 | 5,027 | 71,367 |
| 1984 | 113,512 | 10,170 | 123,682 |
| 1985 | 105,703 | 11,313 | 117,016 |

SOURCE: Motor Vehicle Manufacturers Assn.

## 1985 TRUCKS — U.S. PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CHEVROLET | 97,927 | 94,730 | 99,480 | 292,137 | 101,623 | 114,075 | 107,004 | 322,702 | 98,095 | 93,518 | 98,418 | 290,031 | 108,336 | 90,358 | 78,377 | 277,071 | 1,181,941 |
| DODGE | 17,553 | 15,198 | 18,373 | 51,124 | 19,279 | 20,458 | 19,357 | 59,094 | 15,581 | 17,590 | 21,138 | 54,309 | 13,867 | 20,251 | 15,285 | 49,403 | 213,930 |
| FORD | 95,915 | 97,892 | 105,791 | 299,598 | 110,104 | 115,513 | 101,746 | 327,363 | 62,671 | 102,832 | 95,759 | 261,262 | 130,813 | 109,397 | 89,541 | 329,751 | 1,217,974 |
| GMC | 26,503 | 29,618 | 29,521 | 85,642 | 32,131 | 37,188 | 33,791 | 103,110 | 30,303 | 30,035 | 27,505 | 87,843 | 30,033 | 26,354 | 23,503 | 79,890 | 356,485 |
| NAVISTAR | 6,856 | 6,560 | 6,875 | 20,291 | 7,310 | 7,492 | 6,612 | 21,414 | 3,931 | 5,249 | 6,320 | 15,500 | 6,518 | 5,681 | 4,470 | 16,669 | 73,874 |
| JEEP | 25,183 | 16,991 | 17,742 | 59,916 | 16,205 | 13,784 | 17,704 | 47,693 | 10,465 | 25,641 | 24,110 | 60,216 | 27,730 | 22,561 | 18,600 | 68,891 | 236,716 |
| NISSAN | 10,948 | 10,364 | 9,435 | 30,747 | 5,997 | 6,499 | 9,890 | 22,386 | 6,448 | 11,229 | 10,426 | 28,103 | 12,557 | 8,234 | 5,415 | 26,206 | 107,442 |
| AM GENERAL* | 220 | 200 | 210 | 630 | 210 | 220 | 200 | 630 | 210 | 220 | 240 | 670 | 230 | 210 | 150 | 590 | 2,520 |
| MISCELLANEOUS* | 9,240 | 7,716 | 7,224 | 24,180 | 7,232 | 7,652 | 6,956 | 21,840 | 7,983 | 8,800 | 8,150 | 24,933 | 9,200 | 8,400 | 6,000 | 23,600 | 94,553 |
| TOTAL TRUCKS, U.S. | 290,345 | 279,269 | 294,651 | 864,265 | 300,091 | 322,881 | 303,260 | 926,232 | 235,687 | 295,114 | 292,066 | 822,867 | 339,284 | 291,446 | 241,341 | 872,071 | 3,485,435 |

*Actual figures for AM General and Miscellaneous trucks were not reported in 1985. These figures are Automotive News estimates.
NOTE: GM and Chrysler totals include CKD units.

## 1985 TRUCKS — CANADIAN PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER TOTAL | APRIL | MAY | JUNE | SECOND QUARTER TOTAL | JULY | AUGUST | SEPTEMBER | THIRD QUARTER TOTAL | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER TOTAL | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| CHRYSLER | 37,061 | 31,377 | 38,286 | 106,724 | 35,678 | 36,866 | 35,892 | 108,436 | 21,179 | 27,722 | 36,115 | 85,016 | 25,312 | 38,187 | 26,445 | 89,944 | 390,120 |
| FORD | 15,534 | 13,795 | 14,132 | 43,461 | 15,472 | 15,964 | 14,505 | 45,941 | 5,633 | 13,122 | 14,162 | 32,917 | 15,359 | 15,033 | 10,843 | 41,235 | 163,554 |
| GM | 24,944 | 25,026 | 24,711 | 74,681 | 25,183 | 25,906 | 24,926 | 76,015 | 23,582 | 15,271 | 20,953 | 59,806 | 26,184 | 26,185 | 17,920 | 70,289 | 280,791 |
| NAVISTAR | 1,001 | 980 | 1,025 | 3,006 | 1,079 | 1,175 | 1,296 | 3,550 | 700 | 765 | 690 | 2,155 | 930 | 840 | 582 | 2,352 | 11,063 |
| TOTAL | 78,540 | 71,178 | 78,154 | 227,872 | 77,412 | 79,911 | 76,619 | 233,942 | 51,094 | 56,880 | 71,920 | 179,894 | 67,785 | 80,245 | 55,790 | 203,820 | 845,528 |

NOTE: GM and Chrysler totals include CKD units.

# PRODUCTION

Production of autos in Canada rose 2.71 percent in the 1985 calendar year.

Canadian output of cars totaled 1,090,983 in 1985 — the highest production year since 1979.

The 1985 total compared with the 1,062,183 completed in 1984.

The record for Canadian produced cars remains at 1.14 million built in 1976.

Ford Motor Co. was the only company to show an outstanding increase in production of Canadian cars.

The company's increase of 7.05 percent brought Ford's total output to 495,955 compared to last year's 463,296.

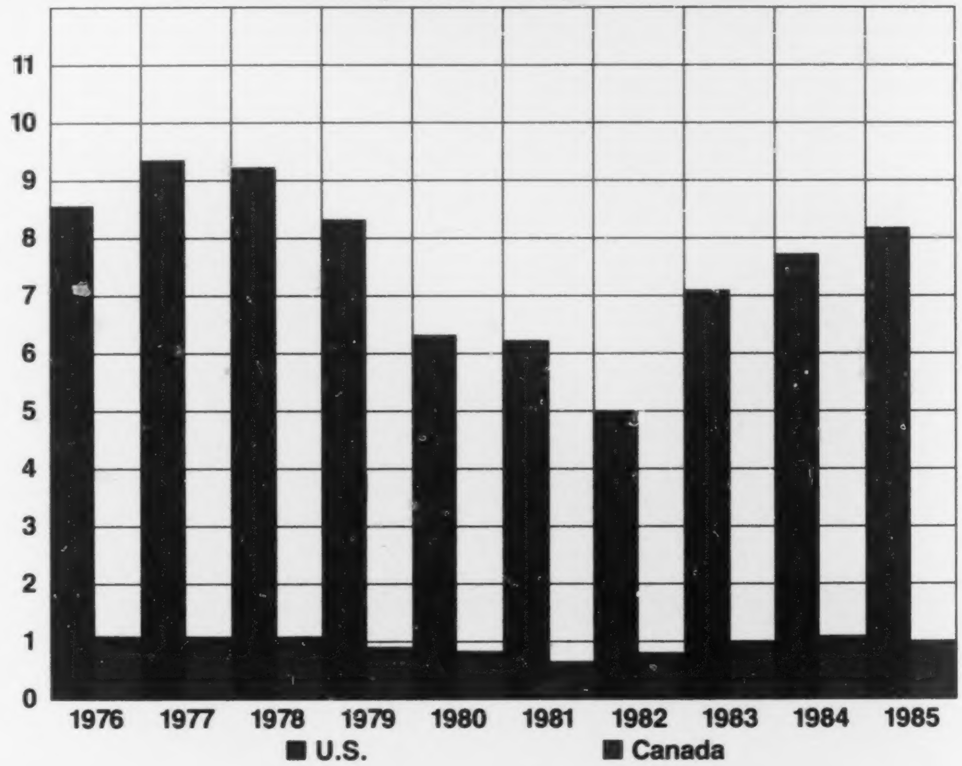
General Motors increased production by 1.46 percent to 573,687 in 1985 compared with 1984's total of 565,457.

American Motors reported a 50.80-percent decrease at 11,311 cars in 1985 compared to last year's 22,992.

Volvo also showed a decrease of 3.91 percent, bringing the 1985 total to 10,030 compared to the 10,438 units completed last year.

## NORTH AMERICAN AUTO PRODUCTION

(Millions of units)



## CANADIAN CAR OUTPUT BY CALENDAR YEAR

| | |
|---|---|
| 1985 | 1,090,983 |
| 1984 | 1,062,183 |
| 1983 | 968,774 |
| 1982 | 801,685 |
| 1981 | 642,587 |
| 1980 | 846,777 |
| 1979 | 944,933 |
| 1978 | 1,131,050 |
| 1977 | 1,129,575 |
| 1976 | 1,143,842 |
| 1975 | 1,056,602 |
| 1974 | 1,143,037 |
| 1973 | 1,234,566 |
| 1972 | 1,154,938 |
| 1971 | 1,094,486 |
| 1970 | 923,538 |
| 1969 | 1,035,354 |
| 1968 | 891,849 |
| 1967 | 714,084 |
| 1966 | 696,100 |
| 1965 | 709,568 |
| 1964 | 559,392 |
| 1963 | 532,915 |
| 1962 | 428,189 |
| 1961 | 326,841 |
| 1960 | 325,282 |
| 1959 | 300,849 |

## CANADIAN AUTO PRODUCTION BY CORPORATION, YEAR

| | AMC | Bricklin | Chrysler | Ford | GM | Renault | Studebaker | Volvo | Total |
|---|---|---|---|---|---|---|---|---|---|
| 1985 | 11,311 | — | — | 495,955 | 573,687 | — | — | 10,030 | 1,090,983 |
| 1984 | 22,992 | — | — | 463,296 | 565,457 | — | — | 10,438 | 1,062,183 |
| 1983 | 29,551 | — | 104,365 | 272,642 | 551,826 | — | — | 10,390 | 968,774 |
| 1982 | 30,344 | — | 149,442 | 283,001 | 332,038 | — | — | 6,860 | 801,685 |
| 1981 | 34,535 | — | 69,149 | 191,928 | 437,622 | — | — | 10,336 | 743,570 |
| 1980 | 3,077 | — | 71,530 | 249,876 | 512,330 | — | — | 9,964 | 846,770 |
| 1979 | — | — | 134,086 | 284,610 | 517,471 | — | — | 8,766 | 944,933 |
| 1978 | 26,283 | — | 160,085 | 372,296 | 564,187 | — | — | 8,199 | 1,131,050 |
| 1977 | 41,708 | — | 219,747 | 341,329 | 198,456 | — | — | 4,506 | 805,746 |
| 1976 | 42,269 | — | 245,332 | 371,305 | 475,090 | — | — | 9,486 | 1,143,482 |
| 1975 | 48,373 | 2,085 | 261,275 | 324,783 | 406,323 | — | — | 13,763 | 1,056,602 |
| 1974 | 58,002 | — | 225,478 | 387,880 | 461,596 | — | — | 10,081 | 1,143,037 |
| 1973 | 74,290 | — | 260,722 | 445,299 | 443,806 | — | — | 10,449 | 1,234,566 |
| 1972 | 58,920 | — | 265,773 | 458,972 | 354,167 | 7,658 | — | 9,448 | 1,154,938 |
| 1971 | 42,908 | — | 232,749 | 392,433 | 406,186 | 11,930 | — | 8,280 | 1,094,486 |
| 1970 | 47,796 | — | 239,032 | 396,243 | 222,676 | 9,591 | — | 8,200 | 923,538 |
| 1969 | 35,819 | — | 201,115 | 391,105 | 391,561 | 9,739 | — | 6,015 | 1,035,354 |
| 1968 | 41,726 | — | 219,151 | 287,286 | 338,016 | — | — | 5,670 | 891,849 |
| 1967 | 33,094 | — | 166,675 | 177,689 | 312,275 | — | — | 4,351 | 714,084 |
| 1966 | 32,912 | — | 172,960 | 198,498 | 285,984 | — | 2,045 | 3,701 | 696,100 |
| 1965 | 31,347 | — | 135,846 | 169,176 | 351,304 | — | 18,542 | 3,353 | 709,568 |
| 1964 | 35,129 | — | 104,734 | 153,243 | 246,466 | — | 17,614 | 2,206 | 559,392 |
| 1963 | 30,167 | — | 86,805 | 142,273 | 264,341 | — | 8,190 | 1,139 | 532,915 |

## CANADIAN OUTPUT SHARES, '85 vs. 84

| | Total Output 1985 | Pct. of 1985 Output | Total Output 1984 | Pct. of 1984 Output | Pct. Pt. Change '85 vs '84 |
|---|---|---|---|---|---|
| AMC—Eagle | 11,311 | 1.04 | 22,992 | 2.16 | – 1.12 |
| FORD | 495,955 | 45.46 | 463,296 | 43.62 | + 1.84 |
| Escort | 63,917 | 5.86 | 52,950 | 4.99 | + 0.87 |
| Lynx | 15,788 | 1.45 | 10,718 | 1.01 | + 0.44 |
| Tempo | 124,735 | 11.43 | 116,881 | 11.00 | + 0.43 |
| Topaz | 37,208 | 3.41 | 58,824 | 5.54 | – 2.13 |
| Crown Victoria | 139,543 | 12.79 | 128,801 | 12.13 | + 0.66 |
| Grand Marquis | 114,764 | 10.52 | 95,122 | 8.95 | + 1.57 |
| GENERAL MOTORS | 573,687 | 52.58 | 565,457 | 53.24 | – 0.66 |
| Chevrolet | N.A. | — | | | |
| Celebrity | N.A. | — | | | |
| Parisienne | N.A. | — | | | |
| Grand Prix | N.A. | — | | | |
| Bonneville | N.A. | — | | | |
| 6000 | N.A. | — | | | |
| Cutlass Supreme | N.A. | — | | | |
| CKDS | 10,704 | 0.98 | 19,124 | 1.80 | – 0.82 |
| VOLVO | 10,030 | 0.92 | 10,438 | 0.98 | – 0.06 |
| TOTAL | 1,090,983 | 100.00 | 1,062,183 | 100.00 | |

## 1985 CANADIAN CAR PRODUCTION TOTALS, MAKES AND MONTHS

| COMPANY | JANUARY | FEBRUARY | MARCH | FIRST QUARTER | APRIL | MAY | JUNE | SECOND QUARTER | JULY | AUGUST | SEPTEMBER | THIRD QUARTER | OCTOBER | NOVEMBER | DECEMBER | FOURTH QUARTER | GRAND TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **AMC**—Eagle | 964 | 1,057 | 731 | 2,752 | 910 | 1,020 | 811 | 2,741 | 0 | 1,228 | 1,558 | 2,786 | 1,353 | 861 | 818 | 3,032 | 11,311 |
| **FORD**—Tempo | 13,211 | 11,595 | 7,596 | 32,402 | 8,727 | 13,179 | 12,246 | 34,152 | 4,719 | 12,101 | 9,968 | 26,788 | 9,932 | 11,663 | 9,798 | 31,393 | 124,735 |
| Topaz | 3,412 | 3,030 | 2,877 | 9,319 | 6,045 | 3,248 | 3,194 | 12,487 | 1,334 | 3,797 | 3,212 | 8,343 | 2,976 | 2,237 | 1,846 | 7,059 | 37,208 |
| Crown Victoria | 9,802 | 14,010 | 12,807 | 36,619 | 13,640 | 12,104 | 13,105 | 38,849 | 7,445 | 12,625 | 10,900 | 30,970 | 13,989 | 11,072 | 8,044 | 33,105 | 139,543 |
| Grand Marquis | 11,604 | 6,912 | 9,306 | 27,822 | 9,790 | 11,922 | 9,284 | 30,996 | 5,763 | 10,067 | 9,023 | 24,853 | 10,359 | 12,149 | 8,585 | 31,093 | 114,764 |
| Escort | 7,018 | 5,961 | 3,884 | 16,863 | 5,100 | 6,940 | 6,101 | 18,141 | 2,124 | 6,508 | 5,210 | 13,842 | 5,105 | 5,290 | 4,676 | 15,071 | 63,917 |
| Lynx | 1,225 | 1,347 | 1,435 | 4,007 | 1,012 | 1,252 | 1,616 | 3,880 | 890 | 1,488 | 1,370 | 3,748 | 1,342 | 1,664 | 1,147 | 4,153 | 15,788 |
| FORD TOTAL | 46,272 | 42,855 | 37,905 | 127,032 | 44,314 | 48,645 | 45,546 | 138,505 | 22,275 | 46,586 | 39,683 | 108,544 | 43,703 | 44,075 | 34,096 | 121,874 | 495,955 |
| **GM**—Oshawa No. 1 | 14,139 | 12,550 | 17,476 | 44,165 | 19,896 | 19,112 | 21,121 | 60,129 | 20,043 | 13,272 | 22,732 | 56,047 | 24,593 | 25,058 | 17,659 | 67,310 | 227,651 |
| Oshawa No. 2 | 5,549 | 6,758 | 7,032 | 19,339 | 15,364 | 19,963 | 19,360 | 54,687 | 16,556 | 11,457 | 11,761 | 39,774 | 20,839 | 18,523 | 14,271 | 53,633 | 167,433 |
| Ste. Therese | 16,383 | 15,259 | 16,267 | 47,909 | 15,882 | 16,649 | 12,323 | 44,854 | 7,597 | 14,789 | 14,972 | 37,358 | 16,444 | 14,464 | 6,870 | 37,778 | 167,899 |
| CKD Car | 790 | 570 | 245 | 1,605 | 650 | 1,270 | 1,235 | 3,155 | 1,649 | 1,425 | 970 | 4,044 | 1,385 | 270 | 245 | 1,900 | 10,704 |
| GM TOTAL | 36,861 | 35,137 | 41,020 | 113,018 | 51,792 | 56,994 | 54,039 | 162,825 | 45,845 | 40,943 | 50,435 | 137,223 | 63,261 | 58,315 | 39,045 | 160,621 | 573,687 |
| **VOLVO** | 990 | 855 | 939 | 2,784 | 945 | 989 | 658 | 2,592 | 990 | 315 | 787 | 2,092 | 990 | 897 | 675 | 2,562 | 10,030 |
| GRAND TOTAL | 85,087 | 79,904 | 80,595 | 245,586 | 97,961 | 107,648 | 101,054 | 306,663 | 69,110 | 89,072 | 92,463 | 250,645 | 109,307 | 104,148 | 74,634 | 288,089 | 1,090,983 |

# SALES / REGISTRATIONS

1985: A year of incentives, a year of record-setting imported-car sales, a year of staggered new-car introductions, a year of record truck sales, a year of front-wheel-drive and four-wheel-drive, a year of extraordinary competition in the marketplace.

Total car-truck sales reached a staggering 15,723,116, up 8.55 percent from 14,484,168 in 1984 and erasing the previous record of 15,407,105 set in 1978.

Record truck sales included increasing numbers of light trucks doubling as passenger cars. The truck total was 4,680,458, up 14.39 percent from 4,092,803 in 1984. The former record was 4,103,496 in 1978.

Total new-car sales pushed over the 11-million mark for the first time since 1978 and were the fourth highest ever. Domestics topped their 1984 number by a quarter of a million units.

Import sales, on the strength of eight consecutive months of record totals, hit a new high in 1985 and gained more than two percentage points in the share of the U.S. market.

Car sales in the 1985 calendar year numbered 11,042,658, up 6.27 percent from 10,391,365 in 1984. It was the highest total since 11,308,498 in 1978. The record is 11,446,589 in 1973.

The 1985 grand total included 8,204,542 domestics, up 3.18 percent from 7,951,517, and 2,838,116 imports, up 16.32 percent from 2,439,848.

Domestic sales, characterized by sluggish months punctuated by incentive-induced records, were the best in six years. But their 3.18-percent growth was only a shadow of the 17.01-percent gain made in 1984.

Imports included record sales for several Japanese and European makes. Japanese imports passed the 2-million mark for the first time (reaching 2,217,860) and accounted for 78.15 percent of the import total.

Domestics, now seven companies strong, included sales increases for all except American Motors.

The biggest gained the least: General Motors reported domestic sales of 4,607,458, up 0.43 percent from 4,587,508 in 1984.

Ford Motor Co. sales were up 4.60 percent to 2,070,392 from 1,979,317. Chrysler had the best showing of the Big Three with a 15.50-percent increase, breaking through the 1-million-unit barrier to 1,139,936 domestic sales from 986,998 in 1984.

AMC slipped from fourth place to fifth with a 35.11-percent sales drop, to 123,449 from 190,255. Honda, up 5.01 percent to 145,976 from 133,601, became the number four domestic auto maker in terms of sales.

Volkswagen finished the year with sales of 77,976 U.S.-built Golfs, up 5.01 percent from 73,838 in 1984. Nissan dealers retailed 39,794 U.S.-built Sentras. ■

## CANADIAN REGISTRATIONS OF NEW VEHICLES

| | Cars | Trucks | Total |
|---|---|---|---|
| 1953 | 362,409 | 101,252 | 463,661 |
| 1954 | 307,651 | 69,955 | 377,606 |
| 1955 | 381,782 | 73,689 | 455,471 |
| 1956 | 404,604 | 85,692 | 490,296 |
| 1957 | 391,661 | 76,782 | 468,443 |
| 1958 | 381,591 | 66,034 | 447,625 |
| 1959 | 427,274 | 74,824 | 502,098 |
| 1960 | 450,840 | 73,682 | 524,522 |
| 1961 | 440,377 | 74,738 | 515,115 |
| 1962 | 501,030 | 81,495 | 582,525 |
| 1963 | 541,942 | 90,608 | 632,550 |
| 1964 | 607,503 | 104,175 | 711,678 |
| 1965 | 686,828 | 115,660 | 802,488 |
| 1966 | 683,639 | 128,506 | 812,145 |
| 1967 | 667,814 | 130,964 | 798,778 |
| 1968 | 737,605 | 142,201 | 879,806 |
| 1969 | 756,015 | 153,277 | 909,292 |
| 1970 | 636,206 | 129,359 | 765,565 |
| 1971 | 745,026 | 138,876 | 883,902 |
| 1972 | 812,753 | 180,748 | 993,501 |
| 1973 | 935,533 | 234,683 | 1,170,216 |
| 1974 | 901,097 | 287,619 | 1,188,716 |
| 1975 | 839,942 | 265,015 | 1,104,957 |
| 1976 | 898,253 | 305,606 | 1,203,859 |
| 1977 | 953,078 | 333,551 | 1,286,629 |
| 1978 | 958,414 | 349,294 | 1,307,708 |
| 1979 | 998,004 | 382,074 | 1,380,078 |
| 1980* | 948,967 | 335,827 | 1,284,794 |
| 1981 | 891,558 | 281,536 | 1,173,094 |
| 1982 | 727,097 | 204,794 | 931,891 |
| 1983 | 830,457 | 223,917 | 1,054,374 |
| 1984 | 914,679 | 292,273 | 1,206,952 |
| 1985** | 958,358 | 351,488 | 1,309,846 |

*Incomplete. **Quebec figures are incomplete.

SOURCE: R.L. Polk & Co.

## WESTERN EUROPE CAR REGISTRATIONS BY MAKE, 1985 vs. 1984

| | 1985 | 1984 |
|---|---|---|
| Ford | 1,257,556 | 1,296,579 |
| Fiat-Lancia | 1,295,712 | 1,283,894 |
| VW-Audi | 1,360,828 | 1,220,602 |
| Peugeot SA | 1,224,542 | 1,164,189 |
| GM | 1,189,724 | 1,114,799 |
| Renault | 1,127,790 | 1,102,767 |
| BL-Jaguar | 431,614 | 405,471 |
| Daimler-Benz | 394,901 | 331,658 |
| BMW | 287,919 | 301,471 |
| Nissan | 298,238 | 280,263 |
| Volvo | 254,255 | 237,867 |
| Toyota | 269,946 | 224,588 |
| Mazda | 203,051 | 197,952 |
| Alfa Romeo | 158,446 | 180,145 |
| Seat | 144,722 | 153,607 |
| Honda | 114,001 | 111,084 |
| Mitsubishi | 113,629 | 108,952 |
| Lada | 87,953 | 90,120 |
| Saab | 57,110 | 62,784 |
| Suzuki | 48,227 | 42,480 |
| Skoda | 31,149 | 37,449 |
| Subaru | 39,702 | 29,949 |
| Daihatsu | 28,787 | 23,976 |
| Porsche | 20,474 | 19,599 |
| Isuzu | 5,471 | 4,000 |
| Wartburg | 3,013 | 2,527 |
| Others | 77,833 | 69,308 |
| Totals | 10,526,575 | 10,098,080 |

SOURCE: Automotive Industry Data, Ltd. Re-use or re-publication without permission is prohibited.

## WESTERN EUROPE CAR REGISTRATIONS BY COUNTRY, 1985 vs. 1984

| Country | 1985 | 1984 | %Change |
|---|---|---|---|
| Austria | 242,670 | 215,646 | 12.5 |
| Belgium | 359,831 | 352,227 | 2.2 |
| Denmark | 157,474 | 134,345 | 17.2 |
| Ireland | 59,365 | 56,141 | 5.7 |
| Finland | 141,301 | 126,995 | 11.3 |
| France | 1,766,328 | 1,757,673 | 0.5 |
| Germany | 2,379,261 | 2,393,939 | (0.1) |
| Italy | 1,745,898 | 1,636,363 | 6.7 |
| Netherlands | 495,685 | 461,391 | 7.4 |
| Norway | 159,079 | 107,237 | 48.3 |
| Portugal | 99,375 | 85,636 | 16.0 |
| Sweden | 263,033 | 231,121 | 13.8 |
| Switzerland | 269,278 | 267,488 | 13.8 |
| Spain | 555,589 | 522,228 | 6.4 |
| U.K. | 1,832,408 | 1,749,650 | 4.7 |
| Total | 10,526,575 | 10,098,080 | 4.2 |

SOURCE: Automotive Industry Data, Ltd. Re-use, re-publication without permission is prohibited.

## JAPANESE-CAR SALES AND MARKET SHARES IN EUROPE

| | 1985 Volume (Units) | Share Mrkt. (Pct.) | 1984 Volume (Units) | Share Mrkt. (Pct.) | Change '85-'84 (Pct.) |
|---|---|---|---|---|---|
| Austria | 64,628 | 26.63 | 58,285 | 27.03 | 10.88 |
| Belgium | 71,386 | 19.84 | 70,983 | 20.15 | 0.57 |
| Denmark | 50,072 | 31.80 | 39,776 | 29.61 | 25.88 |
| Ireland | 20,139 | 33.92 | 15,421 | 27.47 | 30.59 |
| Finland | 54,773 | 38.76 | 48,046 | 37.83 | 14.00 |
| France | 53,453 | 3.03 | 53,184 | 3.03 | 0.51 |
| Germany | 316,377 | 13.30 | 288,158 | 12.04 | 9.79 |
| Italy | 3,143 | 0.18 | 2,866 | 0.18 | 9.67 |
| Netherlands | 110,713 | 22.34 | 101,549 | 22.01 | 9.02 |
| Norway | 54,191 | 34.07 | 35,972 | 33.54 | 50.65 |
| Portugal | 9,434 | 9.49 | 5,519 | 7.08 | 70.94 |
| Spain | 3,984 | 0.72 | 3,742 | 0.72 | 6.47 |
| Sweden | 42,353 | 16.10 | 34,567 | 14.96 | 22.52 |
| Switzerland | 69,233 | 25.71 | 67,768 | 24.81 | 2.16 |
| U.K. | 200,316 | 10.93 | 197,885 | 11.31 | 1.23 |
| Totals | 1,124,195 | 10.68 | 1,023,721 | 10.14 | 9.81 |

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## WESTERN EUROPEAN CAR REGISTRATIONS AND MARKET SHARES, 1985

| | Austria | Belgium | Denmark | Ireland | Finland* | France | Germany | Italy | Netherlands | Norway | Portugal | Sweden | Switzerland | Spain | U.K. | Total | Mkt. Share |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| VW-Audi Group | 53,740 | 50,934 | 11,447 | 4,542 | 10,561 | 110,734 | 679,978 | 145,936 | 44,954 | 18,602 | 2.463 | 31,540 | 45,012 | 47,048 | 103,877 | 1,360,828 | 12.93 |
| Fiat-Lancia | 13,737 | 13,544 | 7,471 | 2,886 | 6,484 | 92,659 | 102,558 | 912,414 | 31,810 | 6,278 | 11,750 | 7,706 | 21,481 | 7,397 | 57,537 | 1,295,712 | 12.31 |
| Ford | 24,625 | 32,531 | 23,576 | 11,005 | 11,276 | 133,288 | 255,035 | 69,355 | 56,435 | 23,300 | 6,230 | 28,571 | 21,143 | 75,586 | 485,620 | 1,257,556 | 11.95 |
| Peugeot SA | 15,792 | 52,101 | 9,814 | 1,823 | 6,857 | 612,281 | 100,587 | 117,927 | 49,012 | 8,037 | 13,889 | 7,108 | 22,652 | 105,349 | 101,314 | 1,224,542 | 11.63 |
| Opel-GM | 32,138 | 45,239 | 26,272 | 7,823 | 13,200 | 87,143 | 367,838 | 58,204 | 87,766 | 22,039 | 13,257 | 26,800 | 36,165 | 62,367 | 303,473 | 1,189,724 | 11.30 |
| Renault | 10,358 | 33.499 | 1,255 | 4,255 | 1,087 | 507,788 | 74,099 | 175,052 | 28,904 | 1,100 | 31,024 | 2,683 | 17,003 | 169,061 | 70,622 | 1,127,790 | 10.71 |
| BL | 438 | 5,224 | 336 | 3,860 | 48 | 31,944 | 7,068 | 24,456 | 5,768 | — | 5,530 | 0 | 2,405 | 4,378 | 327,955 | 419,428 | 3.98 |
| Daimler-Benz | 9,077 | 10,070 | 1,132 | 376 | 3,093 | 20,939 | 273,528 | 20,030 | 11,909 | 2,911 | 1,968 | 10,271 | 6,841 | 4,670 | 18,086 | 394,901 | 3.75 |
| Nissan | 12,231 | 14,844 | 7,902 | 5,553 | 15,930 | 15,515 | 63,253 | — | 25,098 | 9,786 | 2,322 | 8,363 | 10,968 | 956 | 105,517 | 298,238 | 2.83 |
| BMW | 7,232 | 8,383 | 3,650 | 490 | 2,683 | 29,347 | 144,262 | 21,028 | 12,995 | 3,947 | 931 | 4,429 | 10,409 | 4,683 | 33,450 | 287,919 | 2.74 |
| Toyota | 12,994 | 23,215 | 19,759 | 10,543 | 17,324 | 11,933 | 61,182 | — | 24,560 | 17,059 | 4,646 | 12,305 | 18,143 | 1,561 | 34,722 | 269,946 | 2.56 |
| Volvo | 3,433 | 8,442 | 6,332 | 1,066 | 7,343 | 18,157 | 14,226 | 17,610 | 26,661 | 12,380 | 869 | 71,135 | 5,164 | 1,888 | 59,549 | 254,255 | 2.42 |
| Mazda | 20,749 | 8,903 | 14,129 | 1,374 | 8,698 | 13,836 | 66,863 | — | 16,782 | 14,046 | 442 | 12,018 | 7,733 | 306 | 17,172 | 203,051 | 1.93 |
| Alfa Romeo | 2,089 | 2,763 | 458 | 167 | 205 | 14,907 | 7,926 | 112,909 | 3,734 | 223 | 981 | 1,148 | 6,025 | 1,818 | 3,093 | 158,446 | 1.51 |
| SEAT | 1,201 | 4,159 | 682 | 17 | 934 | 22,010 | 4,362 | 37,089 | 7,213 | 0 | 221 | 0 | 2,142 | 64,692 | 0 | 144,722 | 1.37 |
| Honda | 4,748 | 9,097 | 1,863 | 683 | 3,908 | 8,824 | 37,332 | — | 11,890 | 3,731 | 1,075 | 3,518 | 7,821 | 527 | 18,984 | 114,001 | 1.08 |
| Mitsubishi | 5,742 | 8,876 | 2,780 | 847 | 5,781 | 3,341 | 45,182 | — | 12,692 | 5,158 | 724 | 2,485 | 8,046 | 386 | 11,589 | 113,629 | 1.08 |
| Lada | 1,779 | 13,268 | 3,617 | 40 | 11,768 | 20,094 | 8,306 | — | 8,732 | 2,754 | 0 | 1,586 | 0 | 677 | 15,314 | 87,935 | 0.84 |
| Saab | 342 | 1,299 | 1,774 | 177 | 6,754 | 1,565 | 3,240 | — | 2,462 | 2,599 | 39 | 26,838 | 1,343 | 303 | 8,375 | 57,110 | 0.54 |
| Suzuki | 3,593 | 2,345 | 509 | 430 | 1,683 | 4 | 18,429 | — | 12,262 | 244 | 105 | 611 | 3,934 | 128 | 3,950 | 48,227 | 0.46 |
| Subaru | 3,572 | 2,438 | 307 | 129 | 340 | 0 | 11,278 | — | 2,963 | 2,574 | 61 | 1,552 | 10,642 | 31 | 3,815 | 39,702 | 0.38 |
| Skoda | 1,161 | 2,973 | 4,001 | 129 | 2,254 | 3,222 | 2,484 | — | 3,269 | 605 | 0 | 332 | 110 | 725 | 9,884 | 31,149 | 0.30 |
| Daihatsu | 964 | 1,601 | 2,816 | 508 | 964 | 0 | 8,639 | — | 4,433 | 1,443 | 47 | 1,498 | 1,221 | 86 | 4,567 | 28,787 | 0.27 |
| Porsche | 451 | 460 | 7 | 5 | 0 | 1,432 | 11,394 | 867 | 225 | 0 | 61 | 455 | 1,447 | 232 | 3,438 | 20,474 | 0.19 |
| Jaguar | 132 | 318 | 34 | 37 | 6 | 273 | 2,350 | — | 402 | — | 5 | 35 | 435 | 110 | 8,049 | 12,186 | 0.12 |
| Isuzu | 35 | 67 | 7 | 72 | 145 | 0 | 4,219 | — | 33 | 150 | 12 | 3 | 725 | 3 | — | 5,471 | 0.05 |
| Wartburg | 0 | 1,080 | 1,192 | 0 | 410 | 1 | 0 | — | 0 | — | — | 0 | 0 | 330 | — | 3,013 | 0.03 |
| Others | 317 | 2,158 | 4,352 | 528 | 1,565 | 5,091 | 3,625 | 33,581 | 2,721 | 113 | 723 | 43 | 269 | 291 | 22,456 | 77,833 | 0.74 |
| TOTALS | 242,670 | 359,831 | 157,474 | 59,365 | 141,301 | 1,766,328 | 2,379,261 | 1,745,898 | 495,685 | 159,079 | 99,375 | 263,033 | 269,278 | 555,589 | 1,832,408 | 10,526,575 | 100.0 |

*Estimated from 11 months actuals.

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# DOMESTIC-CAR SALES BY NAMEPLATE AND MONTH, 1985

## Sales and Rankings, 1985 vs. 1984

| | Jan | Feb | March | April | May | June | July | Aug. | Sept. | Oct | Nov | Dec. | Total 1985 | 1985 Position | Total 1984 | 1984 Position |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alliance | 5,634 | 5,616 | 6,178 | 6,581 | 5,498 | 4,812 | 8,135 | 6,019 | 7,052 | 6,027 | 5,379 | 4,563 | 71,494 | 43 | 100,366 | 32 |
| Encore | 2,975 | 3,312 | 4,393 | 4,414 | 3,805 | 3,606 | 3,218 | 4,122 | 3,388 | 2,595 | 1,402 | 1,949 | 39,179 | 62 | 69,235 | 44 |
| Total Renault | 8,609 | 8,928 | 10,571 | 10,995 | 9,303 | 8,418 | 11,353 | 10,141 | 10,440 | 8,622 | 6,781 | 6,512 | 110,673 | 190,255 | 0 | 0 |
| Eagle | 1,378 | 1,171 | 822 | 827 | 760 | 648 | 791 | 1,324 | 1,748 | 1,266 | 966 | 1,075 | 12,776 | 76 | 20,654 | 67 |
| Total AMC | 1,378 | 1,171 | 822 | 827 | 760 | 648 | 791 | 1,324 | 1,748 | 1,266 | 966 | 1,075 | 12,776 | 20,654 | 0 | 0 |
| AMERICAN MOTORS | 9,987 | 10,099 | 11,393 | 11,822 | 10,063 | 9,066 | 12,144 | 11,465 | 12,188 | 9,888 | 7,747 | 7,587 | 123,449 | 190,255 | 0 | 0 |
| Horizon | 7,177 | 12,524 | 10,432 | 8,347 | 5,951 | 4,822 | 4,433 | 6,567 | 8,611 | 6,139 | 4,606 | 4,891 | 84,500 | 40 | 78,298 | 39 |
| Turismo | 3,756 | 7,377 | 6,679 | 5,739 | 4,170 | 3,574 | 3,624 | 4,422 | 4,735 | 3,150 | 2,621 | 2,970 | 52,817 | 54 | 47,109 | 53 |
| Reliant | 12,215 | 10,295 | 13,898 | 16,142 | 9,727 | 8,511 | 12,059 | 12,277 | 11,425 | 13,263 | 8,047 | 10,954 | 138,833 | 18 | 138,154 | 20 |
| Caravelle | 2,954 | 3,065 | 3,430 | 3,716 | 3,158 | 2,965 | 2,340 | 2,070 | 2,768 | 4,242 | 2,808 | 2,438 | 35,954 | 64 | 9,074 | 76 |
| Plymouth | 1,360 | 1,706 | 2,132 | 2,158 | 2,149 | 1,827 | 1,793 | 1,041 | 1,119 | 1,051 | 651 | 640 | 17,627 | 74 | 16,609 | 72 |
| Total Plymouth | 27,462 | 34,967 | 36,571 | 36,102 | 25,155 | 21,699 | 24,249 | 26,377 | 28,658 | 27,865 | 18,733 | 21,893 | 329,731 | 289,244 | 0 | 0 |
| Laser | 3,456 | 5,162 | 7,459 | 6,447 | 3,685 | 3,753 | 3,540 | 4,420 | 5,606 | 2,849 | 2,041 | 2,539 | 50,957 | 55 | 53,131 | 51 |
| LeBaron K | 6,920 | 6,903 | 8,568 | 7,995 | 9,017 | 6,991 | 7,196 | 7,348 | 8,017 | 7,499 | 5,427 | 5,601 | 87,482 | 37 | 98,830 | 33 |
| LeBaron GTS | 3,151 | 3,096 | 4,455 | 5,072 | 8 819 | 8,297 | 7,028 | 7,069 | 6,259 | 5,691 | 6,708 | 5,373 | 71,018 | 45 | 2,494 | 77 |
| Cordoba | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 136 | 81 |
| Fifth Avenue | 7,290 | 6,993 | 8,628 | 7,730 | 9,022 | 12,282 | 6,735 | 10,478 | 14,327 | 14,509 | 5,172 | 5,844 | 109,010 | 31 | 94,340 | 34 |
| New Yorker E | 4,329 | 4,292 | 5,214 | 4,483 | 5,094 | 4,292 | 4,330 | 4,913 | 5,656 | 5,615 | 4,675 | 4,520 | 57,413 | 48 | 39,303 | 58 |
| Total Chrysler | 25,146 | 26,446 | 34,324 | 31,727 | 35,637 | 35,615 | 28,829 | 34,228 | 39,865 | 36,163 | 24,023 | 23,877 | 375,880 | 328,499 | 0 | 0 |
| Omni | 5,958 | 9,695 | 8,746 | 7,407 | 5,661 | 4,018 | 4,085 | 5,574 | 7,043 | 4,736 | 3,864 | 4,686 | 71,473 | 44 | 67,933 | 45 |
| Charger | 4,213 | 7,649 | 7,080 | 6,498 | 4,564 | 3,624 | 3,735 | 4,989 | 5,426 | 3,321 | 2,808 | 3,264 | 57,171 | 49 | 51,940 | 52 |
| Daytona | 3,119 | 4,738 | 6,613 | 6,056 | 3,595 | 3,718 | 3,591 | 4,703 | 5,086 | 2,760 | 2,357 | 3,197 | 49,533 | 58 | 44,717 | 54 |
| Aries | 9,961 | 8,809 | 10,035 | 12,791 | 8,145 | 7,703 | 10,783 | 10,783 | 10,285 | 11,375 | 6,815 | 8,799 | 116,284 | 27 | 111,964 | 27 |
| Lancer | 2,270 | 2,628 | 3,212 | 3,301 | 5,878 | 5,910 | 4,773 | 4,895 | 5,137 | 4,200 | 4,194 | 3,217 | 49,615 | 56 | 1,960 | 78 |
| Diplomat | 2,797 | 2,637 | 3,504 | 3,751 | 3,941 | 3,385 | 3,621 | 2,531 | 2,597 | 2,875 | 1,815 | 1,465 | 34,919 | 66 | 28,623 | 65 |
| Mirada | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 282 | 80 |
| Dodge 600 | 4,334 | 4,593 | 5,644 | 4,988 | 5,405 | 4,393 | 4,100 | 4,245 | 4,809 | 5,347 | 3,850 | 3,622 | 55,330 | 51 | 42843 | 55 |
| Total Dodge | 32,652 | 40,749 | 44,834 | 44,792 | 37,189 | 32,751 | 34,688 | 37,720 | 40,383 | 34,614 | 25,703 | 28,250 | 434,325 | 369,255 | 0 | 0 |
| CHRYSLER CORP. | 85,260 | 102,162 | 115,729 | 112,621 | 97,981 | 90,065 | 87,766 | 98,325 | 108,906 | 98,642 | 68,459 | 74,020 | 1,139,936 | 986,998 | 0 | 0 |
| EXP | 2,909 | 2,932 | 2,837 | 2,313 | 2,061 | 1,378 | 1,211 | 996 | 664 | 154 | 76 | 396 | 17,927 | 73 | 31,213 | 61 |
| Escort | 29,001 | 29,539 | 26 484 | 27,536 | 54,413 | 34,659 | 29,535 | 38,286 | 48,538 | 33,359 | 31,688 | 37,652 | 420,690 | 2 | 353,578 | 2 |
| Mustang | 12,982 | 12,711 | 14,390 | 15,462 | 14,277 | 15,159 | 12,534 | 12,457 | 12,190 | 13,544 | 11,513 | 10,602 | 157,821 | 15 | 138,296 | 19 |
| Tempo | 19,861 | 25,874 | 46,546 | 30,020 | 17,349 | 17,689 | 17,871 | 22,684 | 33,795 | 14,836 | 16,809 | 17,810 | 281,144 | 6 | 256,532 | 7 |
| Taurus | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4,056 | 4,056 | 77 | 0 | 0 |
| Thunderbird | 10,962 | 10,831 | 14,211 | 16,256 | 15,770 | 14,193 | 14,283 | 16,316 | 16,365 | 9,556 | 8,050 | 10,396 | 157,209 | 16 | 154,865 | 17 |
| LTD | 13,900 | 14,644 | 18,987 | 20,381 | 18,411 | 19,050 | 17,254 | 15,335 | 19,922 | 12,444 | 7,161 | 7,525 | 185,014 | 12 | 196,907 | 11 |
| Crown Victoria | 10,882 | 12,624 | 14,860 | 16,643 | 14,040 | 14,685 | 15,310 | 14,536 | 20,425 | 10,995 | 8,398 | 8,936 | 162,334 | 14 | 169,253 | 14 |
| Total Ford Div. | 100,517 | 109,155 | 138,315 | 128,611 | 136,321 | 116,813 | 107,998 | 120,610 | 151,899 | 94,888 | 83,695 | 97,373 | 1,386,195 | 1,300,644 | 0 | 0 |
| Lynx | 5,613 | 6,276 | 5,525 | 5,945 | 10,399 | 7,306 | 6,556 | 9,204 | 10,028 | 6,376 | 5,575 | 7,068 | 85,871 | 38 | 67,725 | 46 |
| Topaz | 5,676 | 7,063 | 11,809 | 9,211 | 4,199 | 5,459 | 3,741 | 5,127 | 8,920 | 3,895 | 3,870 | 4,128 | 73,098 | 42 | 73,454 | 41 |
| Sable | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2,430 | 2,430 | 78 | 0 |
| Cougar | 8,599 | 9,308 | 10,510 | 11,989 | 11,564 | 11,221 | 10,983 | 12,845 | 11,588 | 6,522 | 5,940 | 8,156 | 119,225 | 24 | 120,964 | 25 |
| Capri | 1,281 | 1,360 | 1,499 | 1,406 | 1,218 | 1,183 | 1,305 | 1,694 | 1,774 | 946 | 827 | 896 | 15,389 | 75 | 17,739 | 70 |
| Marquis | 6,780 | 8,031 | 8,686 | 9,117 | 8,130 | 7,952 | 9,536 | 7,989 | 9,151 | 6,230 | 3,179 | 3,063 | 87,844 | 36 | 103,722 | 29 |
| Grand Marquis | 9,640 | 10,656 | 13,212 | 12,539 | 10,680 | 11,669 | 12,267 | 13,723 | 17,633 | 7,947 | 7,027 | 8,209 | 135,202 | 19 | 143,594 | 18 |
| Total Mercury | 37,589 | 42,694 | 51,241 | 50,207 | 46,190 | 44,790 | 44,388 | 50,582 | 59,094 | 31,916 | 26,418 | 33,950 | 519,059 | 527,198 | 0 | 0 |
| Continental | 3,115 | 3,215 | 3,098 | 1,899 | 1,757 | 1,986 | 2,173 | 2,265 | 2,588 | 1,835 | 1,741 | 2,007 | 27,679 | 69 | 31,110 | 62 |
| Lincoln | 7,911 | 9,528 | 9,891 | 9,337 | 9,014 | 8,444 | 9,237 | 10,568 | 13,943 | 10,160 | 9,108 | 10,465 | 117,606 | 25 | 90,869 | 37 |
| Mark VII | 1,630 | 2,270 | 1,770 | 1,257 | 1,265 | 2,042 | 1,825 | 1,498 | 1,879 | 1,484 | 1,379 | 1,554 | 19,853 | 72 | 29,496 | 64 |
| Total Lincoln | 12,656 | 15,013 | 14,759 | 12,493 | 12,036 | 12,472 | 13,235 | 14,331 | 18,410 | 13,479 | 12,228 | 14,026 | 165,138 | 151,475 | 0 | 0 |
| Total L-M Div. | 50,245 | 57,707 | 66,000 | 62,700 | 58,226 | 57,262 | 57,623 | 64,913 | 77,504 | 45,395 | 38,646 | 47,976 | 684,197 | 678,673 | 0 | 0 |
| FORD MOTOR | 150,762 | 166,862 | 204,315 | 191,311 | 194,547 | 174,075 | 165,621 | 185,523 | 229,403 | 140,283 | 122,341 | 145,349 | 2,070,392 | 1,571,321 | 0 | 0 |
| Skyhawk | 6,607 | 6,972 | 9,021 | 12,307 | 6,379 | 7,804 | 6,791 | 5,954 | 6,241 | 6,020 | 4,899 | 6,644 | 85,639 | 39 | 121,858 | 24 |
| Skylark | 8,653 | 10,049 | 10,145 | 10,849 | 6,098 | 3,312 | 2,011 | 1,146 | 909 | 438 | 752 | 151 | 54,513 | 52 | 104,589 | 28 |
| Somerset Regal | 7,521 | 7,001 | 8,379 | 9,092 | 16,785 | 6,436 | 4,711 | 7,519 | 6,914 | 7,591 | 6,326 | 6,823 | 95,098 | 34 | 13,811 | 74 |
| Century | 16,542 | 17,596 | 17,193 | 19,346 | 22,462 | 22,468 | 16,383 | 24,524 | 27,497 | 19,150 | 14,657 | 16,690 | 234,508 | 7 | 217,042 | 9 |
| Regal | 8,978 | 8,699 | 8,443 | 8,569 | 10,263 | 10,694 | 7,508 | 13,269 | 17,067 | 7,768 | 5,718 | 5,614 | 112,590 | 29 | 182,185 | 13 |
| LeSabre | 12,925 | 12,318 | 12,407 | 13,623 | 12,601 | 13,287 | 10,018 | 8,250 | 7,159 | 4,243 | 4,149 | 4,232 | 115,212 | 28 | 164,314 | 16 |
| Electra | 4,399 | 5,305 | 6,701 | 6,627 | 6,702 | 7,268 | 9,292 | 11,459 | 15,252 | 8,996 | 7,787 | 9,397 | 99,185 | 33 | 84,414 | 38 |
| Riviera | 4,253 | 4,620 | 4,432 | 4,262 | 4,464 | 5,395 | 4,661 | 4,141 | 4,070 | 4,231 | 2,518 | 1,787 | 48,834 | 59 | 53,398 | 50 |
| Total Buick | 69,878 | 72,560 | 76,721 | 84,675 | 85,754 | 76,664 | 61,375 | 76,262 | 85,109 | 58,437 | 46,806 | 51,338 | 845,579 | 941,611 | 0 | 0 |
| Cimarron | 1,090 | 1,376 | 2,508 | 3,301 | 1,655 | 1,623 | 1,506 | 2,528 | 3,245 | 1,273 | 1,293 | 2,356 | 23,754 | 70 | 18,014 | 69 |
| Seville | 2,365 | 2,105 | 2,575 | 2,541 | 4,651 | 2,401 | 2,382 | 2,080 | 2,103 | 2,308 | 1,911 | 1,612 | 29,034 | 68 | 35,349 | 59 |
| Cadillac | 13,036 | 13,211 | 14,768 | 14,206 | 15,082 | 15,369 | 17,127 | 18,909 | 21,263 | 13,604 | 12,930 | 18,139 | 187,664 | 11 | 195,177 | 12 |
| Eldorado | 5,002 | 4,705 | 5,335 | 5,300 | 9,484 | 4,695 | 4,962 | 4,075 | 4,278 | 4,832 | 3,281 | 2,361 | 58,310 | 47 | 70,577 | 42 |
| Total Cadillac | 21,493 | 21,397 | 25,186 | 25,348 | 30,872 | 24,088 | 25,977 | 27,592 | 30,909 | 22,017 | 19,415 | 24,468 | 298,762 | 320,017 | 0 | 0 |
| Chevette | 13,738 | 10,136 | 10,744 | 9,174 | 10,151 | 10,184 | 9,026 | 15,359 | 17,594 | 8,744 | 7,754 | 7,323 | 129,927 | 20 | 164,917 | 15 |
| Nova | 0 | 0 | 0 | 0 | 1 | 3,195 | 4,043 | 3,935 | 5,149 | 5,605 | 5,873 | 7,793 | 35,594 | 65 | 0 | 0 |
| Cavalier | 33,147 | 28,745 | 41,501 | 56,816 | 46,764 | 25,611 | 28,604 | 40,750 | 40,273 | 23,773 | 25,863 | 39,184 | 431,031 | 1 | 377,446 | 1 |
| Citation | 6,338 | 6,163 | 7,077 | 6,502 | 5,406 | 2,604 | 2,221 | 2,713 | 3,214 | 647 | 399 | 393 | 43,677 | 60 | 92,174 | 36 |
| Camaro | 17,237 | 15,475 | 18,484 | 18,136 | 20,864 | 18,120 | 17,019 | 21,821 | 18,020 | 12,733 | 11,741 | 10,335 | 199,985 | 9 | 202,172 | 10 |
| Celebrity | 26,445 | 25,682 | 28,560 | 29,971 | 37,184 | 33,775 | 31,656 | 34,493 | 38,121 | 25,742 | 26,994 | 24,996 | 363,619 | 3 | 322,198 | 3 |
| Malibu | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 881 | 79 |
| Monte Carlo | 8,067 | 8,936 | 10,874 | 11,171 | 11,859 | 10,028 | 9,414 | 7,059 | 8,721 | 10,707 | 8,563 | 7,186 | 112,585 | 30 | 115,930 | 26 |
| Chevrolet | 21,863 | 20,242 | 21,775 | 20,810 | 25,553 | 20,748 | 18,695 | 19,785 | 25,058 | 16,436 | 16,842 | 18,019 | 245,826 | 5 | 258,902 | 5 |
| Corvette | 3,030 | 2,618 | 3,920 | 3,818 | 3,876 | 3,069 | 2,909 | 2,429 | 2,542 | 3,614 | 2,970 | 3,161 | 37,956 | 63 | 30,424 | 63 |
| Total Chevrolet | 129,865 | 117,997 | 142,935 | 156,398 | 161,658 | 127,334 | 123,587 | 148,344 | 158,682 | 108,001 | 106,999 | 118,390 | 1,600,200 | 1,565,143 | 0 | 0 |
| Firenza | 5,748 | 3,691 | 5,490 | 8,263 | 3,569 | 4,042 | 3,058 | 2,528 | 2,974 | 3,407 | 3,116 | 3,694 | 49,580 | 57 | 62,456 | 48 |
| Calais | 8,443 | 8,142 | 10,463 | 11,356 | 22,537 | 8,461 | 6,550 | 11,579 | 10,897 | 10,358 | 8,097 | 5,927 | 122,810 | 21 | 14,881 | 73 |
| Cutlass Ciera | 25,164 | 24,575 | 29,593 | 30,630 | 33,186 | 31,714 | 25,954 | 30,599 | 35,292 | 24,649 | 21,829 | 20,400 | 333,585 | 4 | 242,209 | 8 |
| Cutlass Supreme | 18,621 | 15,516 | 19,312 | 19,781 | 21,315 | 19,851 | 15,266 | 23,805 | 24,917 | 15,259 | 12,020 | 11,841 | 217,504 | 8 | 302,087 | 4 |
| Olds 88 | 18,140 | 16,336 | 17,852 | 19,258 | 19,211 | 20,039 | 18,122 | 15,734 | 15,645 | 8,879 | 9,495 | 9,418 | 188,129 | 10 | 258,297 | 6 |
| Olds 98 | 8,378 | 8,270 | 9,619 | 9,225 | 9,971 | 10,477 | 11,640 | 13,229 | 12,049 | 9,966 | 9,985 | 9,612 | 122,421 | 22 | 100,419 | 31 |
| Toronado | 3,649 | 2,595 | 2,694 | 3,094 | 2,943 | 3,087 | 2,800 | 2,663 | 2,954 | 2,713 | 1,627 | 1,074 | 32,093 | 67 | 41,605 | 56 |
| Total Oldsmobile | 88,143 | 79,125 | 95,223 | 101,607 | 112,732 | 97,671 | 83,400 | 100,137 | 104,716 | 75,231 | 66,169 | 61,966 | 1,066,122 | 1,056,053 | 0 | 0 |
| Fiero | 5,484 | 6,362 | 12,385 | 13,008 | 9,199 | 6,295 | 6,495 | 8,927 | 8,180 | 5,569 | 4,377 | 4,022 | 90,303 | 35 | 93,485 | 35 |
| 1000 | 2,029 | 1,797 | 1,934 | 1,742 | 2,658 | 1,753 | 1,274 | 2,099 | 2,434 | 1,897 | 1,393 | 1,414 | 22,424 | 71 | 28,004 | 66 |
| Sunbird | 7,865 | 8,137 | 10,958 | 14,950 | 14,890 | 6,532 | 6,978 | 11,992 | 11,903 | 7,353 | 6,647 | 8,632 | 116,837 | 26 | 126,916 | 22 |
| Phoenix | 855 | 41 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 896 | 79 | 13,202 | 75 |
| Firebird | 6,981 | 7,284 | 9,922 | 10,504 | 12,930 | 9,003 | 8,369 | 9,528 | 7,048 | 6,738 | 6,457 | 5,296 | 100,160 | 32 | 104,414 | 30 |
| Grand Am | 7,471 | 7,451 | 11,127 | 10,654 | 12,807 | 6,644 | 6,541 | 7,507 | 11,640 | 14,390 | 13,305 | 11,736 | 121,273 | 23 | 16,751 | 71 |
| 6000 | 9,792 | 10,818 | 12,761 | 15,387 | 17,755 | 12,680 | 12,407 | 17,359 | 18,600 | 13,897 | 12,126 | 12,146 | 165,728 | 13 | 125,828 | 23 |
| Bonneville | 3,751 | 4,414 | 5,112 | 4,706 | 5,711 | 3,915 | 3,660 | 5,038 | 7,088 | 3,494 | 2,677 | 3,406 | 52,972 | 53 | 65,387 | 47 |
| Grand Prix | 4,052 | 4,582 | 5,361 | 5,086 | 5,818 | 4,186 | 4,151 | 6,503 | 8,263 | 3,496 | 2,669 | 2,986 | 57,153 | 50 | 71,609 | 43 |
| Parisienne | 5,121 | 4,651 | 5,593 | 6,543 | 6,770 | 4,706 | 4,722 | 7,890 | 8,295 | 5,052 | 4,844 | 4,862 | 69,049 | 46 | 62,084 | 49 |
| Total Pontiac | 53,401 | 55,537 | 75,153 | 82,580 | 88,538 | 55,714 | 54,597 | 76,943 | 83,451 | 61,886 | 54,495 | 54,500 | 796,795 | 704,684 | 0 | 0 |
| GENERAL MOTORS | 362,780 | 346,616 | 415,218 | 450,608 | 479,554 | 381,471 | 348,936 | 429,278 | 462,879 | 325,572 | 293,884 | 310,662 | 4,607,458 | 4,587,506 | 0 | 0 |
| VOLKSWAGEN | 5,882 | 6,236 | 7,249 | 6,586 | 8,088 | 6,098 | 6,198 | 6,561 | 6,492 | 6,370 | 6,120 | 5,836 | 77,716 | 41 | 73,838 | 40 |
| HONDA | 13,366 | 13,342 | 15,039 | 14,067 | 15,096 | 12,141 | 9,338 | 9,987 | 12,873 | 10,691 | 11,240 | 8,796 | 145,976 | 17 | 133,601 | 21 |
| NISSAN | 0 | 0 | 0 | 1,267 | 2,261 | 3,759 | 3,524 | 3,625 | 6,641 | 6,953 | 6,011 | 5,753 | 39,794 | 61 | 0 | 0 |
| Total Sales | 628,037 | 645,317 | 768,943 | 788,282 | 807,590 | 676,675 | 633,527 | 744,764 | 839,382 | 598,399 | 515,802 | 558,003 | 8,204,721 | 7,951,517 | 0 | 0 |

# SALES/REGISTRATIONS

## NEW-CAR SHARES BY MARKET CLASS

### BY MONTH, JANUARY 1978-FEBRUARY 1986

| | | Subcompact | Compact | Intermediate | Standard | Luxury | Import | Total Sales |
|---|---|---|---|---|---|---|---|---|
| January | 1978 | 9.75 | 21.67 | 24.66 | 18.31 | 4.99 | 20.62 | 686,396 |
| | 1979 | 12.27 | 20.12 | 23.98 | 18.93 | 6.97 | 17.73 | 783,489 |
| | 1980 | 14.38 | 19.68 | 21.13 | 12.65 | 5.14 | 27.02 | 805,378 |
| | 1981 | 16.42 | 19.68 | 21.49 | 10.41 | 4.59 | 27.41 | 647,197 |
| | 1982 | 16.22 | 17.31 | 19.95 | 10.15 | 5.29 | 31.08 | 534,310 |
| | 1983 | 11.32 | 14.97 | 24.67 | 12.98 | 5.37 | 30.69 | 595,746 |
| | 1984 | 14.21 | 16.92 | 25.95 | 9.75 | 8.11 | 25.06 | 778,558 |
| | 1985 | 13.67 | 17.87 | 26.07 | 9.89 | 7.66 | 24.90 | 836,221 |
| | 1986 | 13.54 | 17.05 | 28.22 | 6.40 | 7.61 | 27.18 | 873,255 |
| February | 1978 | 10.40 | 21.36 | 25.24 | 19.25 | 4.60 | 19.15 | 776,672 |
| | 1979 | 14.19 | 20.99 | 21.81 | 16.85 | 6.49 | 19.67 | 841,262 |
| | 1980 | 15.33 | 20.72 | 20.07 | 12.46 | 4.33 | 27.09 | 810,905 |
| | 1981 | 18.59 | 20.43 | 19.41 | 8.61 | 4.14 | 28.82 | 763,664 |
| | 1982 | 18.91 | 20.20 | 19.19 | 8.96 | 5.02 | 27.72 | 632,203 |
| | 1983 | 11.79 | 14.85 | 24.68 | 13.87 | 5.17 | 29.64 | 628,853 |
| | 1984 | 14.85 | 18.24 | 25.56 | 10.28 | 7.93 | 22.14 | 841,234 |
| | 1985 | 15.82 | 17.39 | 26.36 | 9.68 | 7.80 | 23.05 | 838,607 |
| | 1986 | 14.01 | 16.50 | 27.85 | 7.14 | 8.13 | 26.37 | 832,993 |
| March | 1978 | 10.45 | 21.56 | 25.99 | 18.73 | 5.19 | 18.08 | 1,077,650 |
| | 1979 | 15.10 | 20.62 | 20.53 | 15.43 | 5.76 | 22.53 | 1,115,671 |
| | 1980 | 16.33 | 22.51 | 21.27 | 10.98 | 3.82 | 25.09 | 894,636 |
| | 1981 | 16.08 | 24.63 | 22.38 | 7.83 | 3.79 | 25.29 | 962,405 |
| | 1982 | 18.86 | 20.42 | 20.83 | 9.21 | 4.78 | 25.90 | 776,793 |
| | 1983 | 12.20 | 15.53 | 25.58 | 14.26 | 5.57 | 26.86 | 820,782 |
| | 1984 | 14.55 | 18.05 | 27.83 | 10.67 | 7.36 | 21.54 | 963,783 |
| | 1985 | 14.41 | 21.17 | 26.67 | 9.41 | 7.59 | 20.75 | 970,268 |
| April | 1978 | 10.00 | 22.23 | 26.25 | 19.41 | 4.85 | 17.26 | 1,042,940 |
| | 1979 | 12.98 | 24.21 | 20.70 | 14.20 | 5.26 | 22.65 | 987,302 |
| | 1980 | 15.34 | 21.99 | 21.04 | 10.35 | 4.09 | 27.19 | 742,607 |
| | 1981 | 15.68 | 19.62 | 20.10 | 10.54 | 5.13 | 28.93 | 750,977 |
| | 1982 | 15.48 | 17.96 | 23.14 | 12.10 | 5.91 | 25.41 | 668,463 |
| | 1983 | 13.03 | 15.77 | 27.18 | 14.38 | 5.61 | 24.03 | 763,375 |
| | 1984 | 14.32 | 18.09 | 28.54 | 11.28 | 8.30 | 19.47 | 895,402 |
| | 1985 | 13.48 | 22.09 | 27.58 | 9.65 | 7.02 | 20.18 | 987,522 |
| May | 1978 | 10.16 | 21.34 | 26.93 | 19.60 | 5.04 | 16.93 | 1,159,185 |
| | 1979 | 13.52 | 24.38 | 19.85 | 13.49 | 4.49 | 24.27 | 1,052,169 |
| | 1980 | 13.91 | 22.27 | 19.92 | 11.14 | 4.41 | 28.35 | 695,606 |
| | 1981 | 17.20 | 19.04 | 20.06 | 10.32 | 4.80 | 28.58 | 733,763 |
| | 1982 | 16.04 | 17.78 | 24.09 | 11.63 | 5.94 | 24.52 | 773,864 |
| | 1983 | 13.17 | 16.57 | 26.70 | 13.56 | 5.31 | 24.69 | 836,561 |
| | 1984 | 13.28 | 18.62 | 26.62 | 10.74 | 7.48 | 23.26 | 1,046,805 |
| | 1985 | 14.14 | 16.05 | 29.11 | 8.87 | 7.31 | 24.52 | 1,069,934 |
| June | 1978 | 9.59 | 21.79 | 27.50 | 20.21 | 4.43 | 16.48 | 1,137,249 |
| | 1979 | 13.75 | 24.89 | 21.20 | 13.56 | 4.13 | 22.47 | 904,000 |
| | 1980 | 14.52 | 21.32 | 21.30 | 11.69 | 4.02 | 27.15 | 701,345 |
| | 1981 | 17.34 | 19.51 | 19.69 | 10.53 | 4.52 | 28.41 | 723,342 |
| | 1982 | 15.13 | 16.68 | 21.47 | 11.19 | 4.92 | 30.61 | 650,523 |
| | 1983 | 13.86 | 17.60 | 25.01 | 12.75 | 4.74 | 26.04 | 903,427 |
| | 1984 | 13.46 | 19.20 | 24.88 | 11.03 | 7.91 | 23.52 | 951,058 |
| | 1985 | 12.83 | 14.71 | 27.56 | 9.76 | 8.27 | 26.87 | 925,334 |
| July | 1978 | 9.45 | 21.20 | 27.10 | 19.50 | 4.70 | 18.02 | 929,352 |
| | 1979 | 13.71 | 23.11 | 21.96 | 14.50 | 4.54 | 22.18 | 884,579 |
| | 1980 | 14.30 | 19.49 | 20.71 | 11.34 | 4.40 | 29.76 | 771,991 |
| | 1981 | 16.76 | 20.27 | 18.47 | 10.49 | 4.42 | 29.59 | 706,040 |
| | 1982 | 16.07 | 16.09 | 20.59 | 10.77 | 4.80 | 31.68 | 629,272 |
| | 1983 | 11.76 | 17.13 | 26.05 | 12.85 | 5.11 | 27.10 | 791,310 |
| | 1984 | 14.53 | 18.91 | 24.00 | 11.19 | 8.22 | 23.15 | 890,202 |
| | 1985 | 12.41 | 15.42 | 24.82 | 9.41 | 8.42 | 29.52 | 898,925 |
| August | 1978 | 10.62 | 20.48 | 26.31 | 16.62 | 4.42 | 21.55 | 957,260 |
| | 1979 | 10.33 | 21.72 | 23.69 | 16.68 | 4.59 | 22.99 | 915,550 |
| | 1980 | 16.77 | 19.30 | 20.75 | 10.17 | 4.03 | 28.98 | 684,928 |
| | 1981 | 18.62 | 20.70 | 20.61 | 10.53 | 4.69 | 24.85 | 800,725 |
| | 1982 | 16.07 | 16.75 | 19.46 | 10.09 | 4.89 | 32.74 | 608,752 |
| | 1983 | 11.15 | 16.11 | 26.56 | 12.41 | 5.51 | 28.26 | 740,073 |
| | 1984 | 14.45 | 18.12 | 22.10 | 10.58 | 8.78 | 25.97 | 815,199 |
| | 1985 | 13.97 | 16.88 | 26.86 | 9.34 | 8.37 | 25.58 | 1,000,695 |
| September | 1978 | 10.65 | 21.60 | 26.35 | 16.02 | 5.35 | 20.03 | 828,150 |
| | 1979 | 9.51 | 24.63 | 24.12 | 14.92 | 4.58 | 22.24 | 772,312 |
| | 1980 | 17.15 | 18.82 | 22.38 | 9.78 | 4.27 | 27.60 | 671,005 |
| | 1981 | 18.69 | 19.33 | 21.64 | 10.73 | 5.15 | 24.46 | 686,413 |
| | 1982 | 19.10 | 15.42 | 21.62 | 10.85 | 5.80 | 27.21 | 671,051 |
| | 1983 | 12.34 | 16.37 | 29.52 | 12.10 | 6.08 | 23.59 | 704,470 |
| | 1984 | 15.03 | 19.31 | 23.32 | 10.25 | 8.29 | 23.80 | 743,640 |
| | 1985 | 15.38 | 16.53 | 27.95 | 9.10 | 9.04 | 21.99 | 1,076,051 |
| October | 1978 | 8.85 | 23.01 | 27.85 | 19.48 | 6.33 | 14.48 | 1,033,680 |
| | 1979 | 13.09 | 20.91 | 25.93 | 14.58 | 6.40 | 19.09 | 890,827 |
| | 1980 | 16.02 | 21.52 | 24.97 | 10.77 | 5.12 | 21.60 | 846,776 |
| | 1981 | 17.58 | 19.98 | 21.79 | 10.34 | 6.08 | 24.23 | 648,184 |
| | 1982 | 14.98 | 16.43 | 22.99 | 13.17 | 6.77 | 25.66 | 656,250 |
| | 1983 | 12.68 | 16.72 | 29.31 | 12.42 | 6.07 | 22.80 | 860,318 |
| | 1984 | 13.54 | 16.43 | 25.89 | 11.31 | 9.26 | 23.57 | 902,263 |
| | 1985 | 13.56 | 14.80 | 25.15 | 6.65 | 9.05 | 30.79 | 864,677 |
| November | 1978 | 9.35 | 22.21 | 25.98 | 20.12 | 7.01 | 15.32 | [illegible]8,825 |
| | 1979 | 11.92 | 20.82 | 24.20 | 14.17 | 6.71 | 22.18 | 770,052 |
| | 1980 | 15.42 | 22.20 | 22.26 | 10.84 | 5.15 | 24.13 | 697,635 |
| | 1981 | 17.20 | 20.33 | 19.44 | 11.04 | 5.83 | 26.16 | 584,665 |
| | 1982 | 16.58 | 17.79 | 22.33 | 12.00 | 6.40 | 24.90 | 743,205 |
| | 1983 | 13.35 | 16.98 | 26.87 | 12.20 | 6.24 | 24.36 | 780,704 |
| | 1984 | 14.08 | 17.79 | 24.54 | 9.72 | 8.70 | 25.17 | 802,708 |
| | 1985 | 13.78 | 14.97 | 23.93 | 6.97 | 7.92 | 32.43 | 763,382 |
| December | 1978 | 10.19 | 22.00 | 24.56 | 19.54 | 7.62 | 16.09 | 769,352 |
| | 1979 | 12.50 | 20.91 | 21.69 | 14.94 | 6.35 | 23.61 | 725,317 |
| | 1980 | 15.51 | 21.41 | 20.23 | 10.51 | 4.97 | 27.37 | 649,101 |
| | 1981 | 14.65 | 16.57 | 19.58 | 11.29 | 6.30 | 31.61 | 522,816 |
| | 1982 | 15.93 | 16.67 | 20.27 | 11.72 | 6.32 | 29.09 | 631,375 |
| | 1983 | 14.35 | 17.43 | 25.37 | 9.12 | 8.09 | 25.64 | 752,288 |
| | 1984 | 12.39 | 17.07 | 25.26 | 10.04 | 9.06 | 26.18 | 759,486 |
| | 1985 | 14.02 | 16.71 | 22.74 | 6.85 | 8.23 | 31.45 | 814,019 |
| Total for Year | 1978 | 8.77 | 22.90 | 26.60 | 18.42 | 5.62 | 17.69 | *11,303,909 |
| | 1979 | 12.86 | 20.89 | 23.79 | 15.14 | 5.47 | 21.85 | *10,641,679 |
| | 1980 | 15.41 | 20.96 | 21.37 | 11.09 | 4.48 | 26.69 | *8,973,345 |
| | 1981 | 17.11 | 20.22 | 20.40 | 10.16 | 4.86 | 27.25 | *8,531,531 |
| | 1982 | 16.65 | 17.51 | 19.03 | 13.39 | 5.58 | 27.84 | *7,977,570 |
| | 1983 | 12.65 | 16.75 | 26.17 | 9.97 | 8.50 | 25.96 | *9,178,101 |
| | 1984 | 14.04 | 18.08 | 25.54 | 10.61 | 8.25 | 23.48 | *10,391,775 |
| | 1985 | 13.97 | 17.11 | 26.39 | 8.77 | 8.06 | 25.70 | *11,042,658 |

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*Import yearly total adjusted in each grand total.

## IMPORT SALES BY NAMEPLATE, 1985 vs. 1984

| | Calendar Year 1985 | Calendar Year 1984 |
|---|---|---|
| ALFA ROMEO | 4,502 | 3,702 |
| AUDI | 74,061 | 71,237 |
| 4000 | —— | 10,430 |
| 4000S | 17,352 | 4,890 |
| 4000CS Quattro | 4,951 | 3,983 |
| 5000S | 39,742 | 41,651 |
| 5000CS Turbo | 7,735 | 6,667 |
| 5000CS Turbo Quattro | 751 | 65 |
| Coupe GT | 3,633 | 3,520 |
| BMW | 87,873 | 70,897 |
| 318 | 23,111 | 28,675 |
| 325e/es | 30,819 | 15,773 |
| 524 TD | 1,831 | —— |
| 528/535i/533 | 17,749 | 15,395 |
| 635/633CSI | 4,423 | 2,695 |
| 735/733i | 9,937 | 8,359 |
| CHEVROLET | 84,860 | 7,463 |
| Spectrum | 53,593 | 2,077 |
| Sprint | 31,267 | 10,927 |
| CHRYSLER-MITSUBISHI | 105,293 | 91,718 |
| Colt | 76,313 | 69,379 |
| Conquest | 5,387 | 7,069 |
| Vista | 23,593 | 15,270 |
| FIAT | —— | 316 |
| HONDA | 406,413 | 374,819 |
| Civic | 155,170 | 137,405 |
| Civic CRX | 52,861 | 47,445 |
| Accord | 121,994 | 123,045 |
| Prelude | 75,938 | 66,924 |
| I.A.I. | —— | 1,466 |
| ISUZU | 26,953 | 17,233 |
| I-Mark | 12,780 | 4,427 |
| Impulse | 14,173 | 12,806 |
| JAGUAR | 20,528 | 18,044 |
| XJ-6 | 16,744 | 14,564 |
| XJ-S | 3,784 | 3,480 |
| LANCIA | —— | 21 |
| MASERATI BITURBO | 1,190 | 2,023 |
| MAZDA | 211,093 | 169,666 |
| 323GLC | 64,444 | 45,221 |
| 626 | 92,839 | 71,407 |
| RX-7 | 53,810 | 53,038 |
| MERCEDES-BENZ | 96,903 | 78,522 |
| 190D | 3,067 | 5,309 |
| 190E | 22,325 | 17,704 |
| 190E-16 | 628 | —— |
| 240D | —— | 26 |
| 300D | 18,596 | 16,659 |
| 300CD | 1,556 | 1,539 |
| 300TD | 3,112 | 2,465 |
| 300SD | 6,746 | 12,189 |
| 380SE/420SEL | 10,885 | 7,135 |
| 500/560SEL | 7,842 | 4,557 |
| 380/560SLC | 10,508 | 9,288 |
| 500/560SEC | 1,638 | 1,651 |
| MERCURY MERKUR | 8,974 | —— |
| MITSUBISHI | 49,734 | 39,104 |
| Starion | 4,841 | 6,375 |
| Cordia | 8,159 | 13,194 |
| Tredia | 10,902 | 13,724 |
| Mirage | 13,066 | 3,101 |
| Galant | 12,766 | 2,710 |
| NISSAN | 535,372 | 485,298 |
| Sentra/210 | 179,235 | 189,480 |
| Pulsar/310 | 49,816 | 37,287 |
| Stanza | 64,398 | 44,613 |
| Maxima | 99,051 | 68,209 |
| 200SX | 65,792 | 63,465 |
| 300ZX | 67,409 | 73,097 |
| Hawaii | 9,671 | 9,147 |
| PEUGEOT | 15,636 | 20,007 |
| PORSCHE | 25,173 | 19,611 |
| 944 | 16,705 | 13,036 |
| 911 | 5,882 | 4,472 |
| 928 | 2,586 | 2,103 |
| RENAULT | 7,205 | 12,243 |
| 18i | 2,411 | 2,971 |
| Fuego | 4,794 | 9,272 |
| ROLLS-ROYCE | 1,110 | 1,083 |
| SAAB | 39,068 | 33,631 |
| 900 | 11,353 | 8,369 |
| 900S | 11,836 | 9,993 |
| 900 Turbo | 14,259 | 14,408 |
| 9000 Turbo | 795 | —— |
| Tourist | 825 | 861 |
| SUBARU | 178,175 | 157,385 |
| TOYOTA | 620,047 | 557,981 |
| Starlet | —— | 259 |
| Corolla | 168,378 | 157,876 |
| Tercel | 88,841 | 103,013 |
| Celica | 80,480 | 85,213 |
| Supra | 23,569 | 29,871 |
| Camry | 128,132 | 93,725 |
| Cressida | 45,290 | 34,456 |
| Land Cruiser | 4,740 | 4,037 |
| Van | 32,631 | 33,626 |
| 4Runner SR5 | 5,495 | 6,498 |
| MR2 | 32,309 | —— |
| Hawaii | 10,179 | 9,404 |
| Others | *3 | 3 |
| VOLKSWAGEN | 140,505 | 103,402 |
| Rabbit Convertible | 12,644 | 11,552 |
| Jetta | 83,783 | 37,975 |
| Vanagon | 16,803 | 17,985 |
| Quantum | 13,948 | 18,645 |
| Scirocco | 13,552 | 17,245 |
| VOLVO | 104,267 | 99,454 |
| DL | 39,169 | 44,339 |
| GL | 9,578 | 24,271 |
| GLT Turbo | 2,166 | 9,866 |
| Diesel | 1,938 | 5,589 |
| 740 Series (gas) | 32,141 | 1,406 |
| 740 Series (diesel) | 5,023 | —— |
| 760 (gas) | 10,186 | 8,872 |
| 760 Series (diesel) | 2,104 | 3,485 |
| Tourist | 1,962 | 1,626 |
| YUGO | 3,895 | —— |
| TOTAL | 2,839,226 | 2,441,713 |

## DOMESTIC SALES

### Retail sales of U.S. new cars

| | |
|---|---|
| 1959 | 5,485,524 |
| 1960 | 6,142,402 |
| 1961 | 5,556,102 |
| 1962 | 6,752,919 |
| 1963 | 7,334,200 |
| 1964 | 7,616,858 |
| 1965 | 8,763,197 |
| 1966 | 8,376,993 |
| 1967 | 7,567,884 |
| 1968 | 8,624,819 |
| 1969 | 8,464,375 |
| 1970 | 7,115,537 |
| 1971 | 8,676,284 |
| 1972 | 9,321,502 |
| 1973 | 9,669,680 |
| 1964 | 7,448,921 |
| 1975 | 7,050,120 |
| 1976 | 8,606,573 |
| 1977 | 9,104,454 |
| 1978 | 9,307,996 |
| 1979 | 8,315,622 |
| 1980 | 6,578,275 |
| 1981 | 6,206,296 |
| 1982 | 5,756,660 |
| 1983 | 6,795,302 |
| 1984 | 7,951,517 |
| 1985 | 8,204,542 |

## IMPORT SALES

### Retail Sales of Imported Cars

| | |
|---|---|
| 1967 | 769,300 |
| 1968 | 1,030,700 |
| 1969 | 1,117,700 |
| 1970 | 1,287,520 |
| 1971 | 1,565,500 |
| 1972 | 1,621,900 |
| 1973 | 1,776,900 |
| 1974 | 1,403,035 |
| 1975 | 1,577,000 |
| 1976 | 1,493,000 |
| 1977 | 2,071,100 |
| 1978 | 2,000,500 |
| 1979 | 2,327,932 |
| 1980 | 2,396,934 |
| 1981 | 2,326,376 |
| 1982 | 2,221,517 |
| 1983 | 2,385,734 |
| 1984 | 2,441,713 |
| 1985 | 8,204,542 |

## TOTAL U.S. SALES

### Retail sales: Domestics and Imports

| | |
|---|---|
| 1967 | 8,337,184 |
| 1968 | 9,655,519 |
| 1969 | 9,582,075 |
| 1970 | 8,403,057 |
| 1971 | 10,241,784 |
| 1972 | 10,943,402 |
| 1973 | 11,446,580 |
| 1974 | 8,851,956 |
| 1975 | 8,627,120 |
| 1976 | 10,099,573 |
| 1977 | 11,175,554 |
| 1978 | 11,308,496 |
| 1979 | 10,643,554 |
| 1980 | 8,975,209 |
| 1981 | 8,532,672 |
| 1982 | 7,978,177 |
| 1983 | 9,181,036 |
| 1984 | 10,393,230 |
| 1985 | 11,043,768 |

# SALES/REGISTRATIONS

## SALES OF DIESEL-POWERED NEW CARS IN THE U.S.

| | 1985 Sales | Percent Share of Market | 1984 Sales | Percent Share of Market | 1983 Sales | Percent Share of Market | 1982 Sales | Percent Share of Market | 1981 Sales | Percent Share of Market |
|---|---|---|---|---|---|---|---|---|---|---|
| Buick | 688 | 0.01 | 3,379 | 2.17 | 11,121 | 6.32 | 30,417 | 9.71 | 48,627 | 9.52 |
| Cadillac | 1,279 | 0.01 | 1,560 | 1.00 | 3,984 | 2.27 | 16,939 | 5.40 | 40,241 | 7.88 |
| Chevrolet | 1,857* | 0.02 | 11,452* | 7.36 | 4,877 | 2.77 | 27,549 | 8.79 | 27,600 | 5.40 |
| Oldsmobile | N.A. | — | 15,106 | 9.71 | 33,174 | 18.86 | 75,482 | 24.08 | 155,859 | 30.52 |
| Pontiac | 0 | — | 874 | 0.56 | 2,288 | 1.30 | 6,312 | 2.01 | 32,633 | 6.39 |
| GM | 3,824 | 0.03 | 32,371 | 20.80 | 55,444 | 31.52 | 156,699 | 49.99 | 304,960 | 59.71 |
| Ford Motor Co. | 15,199* | 0.14 | 35,352* | 22.72 | 3,100 | 1.76 | — | — | — | — |
| VW | 28,548 | 0.26 | 22,468 | 14.44 | 29,844 | 16.97 | 59,887 | 19.11 | 118,585 | 23.22 |
| Audi | 0 | — | 13 | 0.01 | 6,144 | 3.49 | 7,415 | 2.37 | 6,434 | 1.26 |
| VWoA | 28,548 | 0.26 | 22,481 | 14.45 | 35,988 | 20.46 | 67,302 | 21.48 | 125,019 | 24.48 |
| Mercedes-Benz | 33,077 | 0.30 | 38,887 | 24.99 | 54,044 | 30.73 | 52,051 | 16.61 | 49,354 | 9.67 |
| Peugeot | 2,053 | 0.02 | 4,104 | 2.64 | 5,454 | 3.10 | 9,637 | 3.07 | 14,341 | 2.81 |
| Volvo | 9,065 | 0.08 | 9,074 | 5.83 | 7,436 | 4.23 | 7,405 | 2.37 | 1,954 | 0.38 |
| Nissan | 0 | — | 4,063 | 2.61 | 5,894 | 3.35 | 8,836 | 2.82 | 4,683 | 0.92 |
| Toyota | 1,524 | 0.01 | 8,348 | 5.37 | 2,220 | 1.26 | — | — | — | — |
| Isuzu | 55 | 0.00 | 915 | 0.59 | 6,317 | 3.59 | 11,477 | 3.66 | 10,368 | 2.03 |
| Diesel Total | 93,345 | 100.00 | 155,595 | 100.00 | 175,897 | 100.00 | 313,407 | 100.00 | 510,679 | 100.00 |
| Total U.S. new-car sales | 11,043,768 | 0.85 | 10,393,230 | 1.50 | 9,181,036 | 1.92 | 7,978,177 | 3.93 | 8,532,672 | 5.98 |

*Production for model year

## 1985 IMPORT CAR SALES

| | Jan | Feb | March | April | May | June | July | Aug | Sept. | Oct. | Nov. | Dec. | 1985 Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Honda | 35,938 | 29,610 | 30,228 | 35,997 | 35,662 | 35,414 | 28,062 | 33,620 | 20,442 | 42,559 | 37,565 | 40,886 | 406,413 |
| Isuzu | 2,413 | 1,849 | 1,980 | 1,126 | 1,721 | 2,597 | 2,787 | 3,091 | 3,115 | 2,443 | 1,913 | 1,918 | 26,953 |
| Mazda | 12,079 | 14,163 | 18,034 | 10,107 | 15,792 | 16,175 | 17,229 | 19,256 | 19,734 | 20,254 | 22,802 | 25,468 | 211,093 |
| Mitsubishi | 3,232 | 2,466 | 3,195 | 2,764 | 5,237 | 5,023 | 5,280 | 4,126 | 5,882 | 4,946 | 4,018 | 3,601 | 49,734 |
| Nissan | 42,430 | 36,493 | 38,985 | 28,661 | 51,251 | 53,473 | 53,564 | 51,129 | 51,747 | 44,679 | 43,690 | 39,270 | 535,372 |
| Subaru | 11,401 | 12,518 | 11,876 | 13,709 | 14,441 | 14,554 | 15,569 | 16,548 | 19,675 | 16,112 | 15,526 | 16,246 | 178,175 |
| Toyota | 42,952 | 43,161 | 32,906 | 42,942 | 69,846 | 52,125 | 68,753 | 63,298 | 40,578 | 60,554 | 49,187 | 53,745 | 620,047 |
| Chevrolet | 4,210 | 4,701 | 5,217 | 5,048 | 5,935 | 6,419 | 7,617 | 6,591 | 6,920 | 11,192 | 11,587 | 9,423 | 84,860 |
| Chrysler | 7,569 | 6,763 | 7,009 | 4,926 | 5,846 | 8,293 | 8,281 | 5,745 | 12,435 | 12,712 | 12,208 | 13,506 | 105,213 |
| JAPANESE MODELS | 162,224 | 151,724 | 149,430 | 145,280 | 205,731 | 194,073 | 207,142 | 203,404 | 180,528 | 215,451 | 198,496 | 204,063 | 2,217,860 |
| Audi | 5,371 | 4,715 | 5,722 | 6,727 | 8,050 | 6,707 | 7,417 | 6,152 | 4,699 | 6,253 | 6,111 | 6,343 | 74,061 |
| BMW | 5,439 | 6,138 | 7,467 | 7,516 | 7,968 | 7,821 | 7,827 | 7,936 | 8,180 | 7,507 | 6,381 | 7,692 | 87,873 |
| Mercedes-Benz | 5,920 | 6,226 | 7,740 | 8,046 | 8,491 | 7,476 | 7,706 | 6,614 | 6,787 | 4,467 | 7,311 | 10,119 | 86,903 |
| Merkur | 136 | 256 | 409 | 554 | 631 | 747 | 933 | 1,124 | 1,594 | 887 | 815 | 888 | 8,974 |
| Porsche | 1,982 | 1,724 | 2,226 | 2,005 | 2,284 | 1,879 | 2,072 | 1,664 | 1,904 | 2,407 | 2,542 | 2,484 | 25,173 |
| Volkswagen | 9,869 | 8,208 | 10,757 | 11,165 | 16,064 | 12,260 | 13,079 | 13,479 | 13,285 | 11,759 | 10,530 | 10,275 | 140,505 |
| GERMAN MODELS | 28,717 | 27,267 | 34,321 | 24,848 | 43,488 | 36,890 | 39,034 | 36,969 | 36,449 | 33,280 | 33,690 | 37,801 | 412,754 |
| Alfa Romeo | 385 | 252 | 376 | 505 | 609 | 361 | 363 | 352 | 433 | 365 | 319 | 182 | 4,502 |
| Jaguar | 849 | 1,419 | 1,984 | 1,643 | 1,714 | 1,713 | 1,784 | 1,392 | 767 | 2,619 | 1,530 | 3,114 | 20,528 |
| Maserati | 151 | 75 | 143 | 152 | 138 | 178 | 88 | 100 | 99 | 94 | 80 | 63 | 1,190 |
| Peugeot | 1,039 | 1,130 | 1,073 | 1,230 | 1,789 | 1,175 | 1,901 | 1,496 | 1,484 | 1,422 | 827 | 970 | 15,636 |
| Renault | 844 | 675 | 912 | 793 | 574 | 453 | 489 | 476 | 458 | 650 | 486 | 395 | 7,205 |
| Rolls-Royce | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. | 1,110 |
| Saab | 2,890 | 2,655 | 3,294 | 3,736 | 3,413 | 4,224 | 3,679 | 3,291 | 2,107 | 3,016 | 3,426 | 3,445 | 39,068 |
| Volvo | 9,928 | 8,660 | 9,808 | 9,439 | 10,125 | 9,492 | 10,918 | 8,451 | 6,744 | 8,453 | 7,800 | 4,321 | 104,267 |
| Yugo | — | — | — | — | — | — | — | — | 380 | 928 | 926 | 1,698 | 3,895 |
| OTHER MODELS | 16,086 | 14,866 | 17,590 | 17,498 | 18,362 | 17,596 | 19,222 | 15,558 | 12,472 | 17,547 | 15,394 | 14,188 | 197,401 |
| TOTAL IMPORTED CARS | 207,916 | 193,633 | 201,341 | 198,791 | 267,581 | 248,659 | 265,398 | 255,931 | 229,369 | 266,278 | 247,580 | 256,016 | 2,838,116 |
| Japanese pct. of import sales | 78.02 | 78.36 | 74.22 | 73.08 | 76.89 | 78.05 | 78.05 | 79.48 | 78.71 | 80.91 | 80.17 | 79.71 | 78.15 |
| Total U.S. sales (domestic and import) | 835,953 | 838,950 | 970,268 | 986,073 | 1,075,171 | 925,334 | 898,925 | 1,000,695 | 1,068,751 | 863,677 | 763,382 | 814,019 | 11,042,658 |
| Japanese pct. of total U.S. sales | 19.41 | 18.08 | 15.40 | 14.73 | 19.13 | 20.97 | 23.04 | 20.33 | 16.89 | 24.95 | 26.00 | 25.07 | 20.08 |
| Import pct. of total U.S. sales | 24.90 | 23.05 | 20.75 | 20.18 | 24.52 | 26.87 | 29.52 | 25.58 | 21.99 | 30.79 | 32.43 | 31.45 | 25.70 |

Yugo monthly totals not available for January-August. Rolls-Royce monthly totals not available. Because of some year-end adjustments, monthly totals will not add to full-year import total.

## IMPORTED NEW-CAR SALES IN U.S. SINCE 1974

| | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 | 1976 | 1975 | 1974 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alfa Romeo | 4,502 | 3,702 | 3,002 | 2,194 | 2,301 | 3,000 | 4,011 | 6,237 | 6,712 | 5,283 | 5,342 | 3,139 |
| Audi | 74,061 | 71,237 | 47,936 | 45,954 | 50,817 | 42,483 | 42,709 | 40,878 | 35,854 | 33,316 | 50,680 | 50,432 |
| BMW | 87,873 | 70,897 | 59,242 | 52,393 | 41,761 | 37,071 | 34,521 | 31,457 | 28,776 | 26,040 | 19,419 | 15,007 |
| Capri | — | — | — | — | — | — | — | 4,079 | 22,458 | 29,904 | 54,586 | 75,260 |
| Challenger/Conquest | 2,716 | 3,725 | 14,024 | 14,128 | 12,690 | 12,924 | 14,166 | 17,649 | 1,832 | — | — | — |
| Chevrolet Spectrum | 53,968 | 2,077 | — | — | — | — | — | — | — | — | — | — |
| Chevrolet Sprint | 30,892 | 10,927 | — | — | — | — | — | — | — | — | — | — |
| Champ/Colt | 36,491 | 32,819 | 34,513 | — | 42,128 | 55,474 | 48,680 | 28,296 | 47,345 | 30,430 | — | — |
| Colt | 39,724 | 36,560 | 39,158 | 75,031 | 42,796 | 50,689 | 62,705 | 44,570 | 70,679 | 48,542 | 60,356 | 42,925 |
| DeLorean | — | — | — | 2,830 | 3,009 | — | — | — | — | — | — | — |
| Ferrari | N.A. | N.A. | N.A. | N.A. | N.A. | 779 | 679 | 617 | N.A. | N.A. | N.A. | N.A. |
| Fiat | N.A. | N.A. | 6,184 | 14,113 | 32,185 | 37,814 | 58,934 | 60,435 | 63,479 | 61,540 | 100,511 | 72,209 |
| Fiesta | — | — | — | — | 32,856 | 68,595 | 78,109 | 76,145 | 40,549 | — | — | — |
| Honda | 406,413 | 374,819 | 350,670 | 365,865 | 370,705 | 375,388 | 353,291 | 274,876 | 223,633 | 150,929 | 102,383 | 43,119 |
| Isuzu | 26,953 | 17,233 | 20,731 | 15,462 | 17,805 | — | — | — | — | — | — | — |
| Jaguar | 20,528 | 18,044 | 15,815 | 10,349 | 4,695 | 3,029 | 3,746 | 4,782 | 4,349 | 7,384 | 6,799 | 5,299 |
| Lancia | — | — | 637 | 1,174 | 1,068 | 2,100 | 1,602 | 2,811 | 5,500 | — | — | — |
| Maserati | 1,353 | 2,023 | — | — | — | — | — | — | — | — | — | — |
| Mazda | 211,093 | 169,666 | 173,388 | 163,150 | 166,105 | 161,623 | 156,533 | 75,309 | 50,609 | 35,383 | 63,351 | 61,190 |
| Mercedes-Benz | 86,903 | 79,222 | 73,692 | 65,963 | 63,059 | 53,790 | 52,819 | 46,695 | 48,722 | 43,205 | 45,259 | 38,170 |
| Merkur | 8,974 | — | — | — | — | — | — | — | — | — | — | — |
| MG | — | — | — | 3,712 | 13,370 | 26,025 | 26,656 | 34,794 | 28,436 | 27,946 | 25,015 | — |
| Mitsubishi | 49,734 | 39,104 | 32,755 | 3,950 | — | — | — | — | — | — | — | — |
| Nissan | 535,372 | 485,296 | 521,902 | 470,246 | 464,805 | 516,890 | 472,252 | 388,096 | 388,378 | 270,103 | 253,192 | 189,026 |
| Opel | — | — | — | — | — | — | 13,815 | 19,222 | 29,067 | 10,483 | 39,730 | — |
| Peugeot | 15,636 | 20,007 | 15,241 | 14,323 | 16,937 | 12,930 | 11,688 | 9,061 | 10,002 | 9,497 | 11,850 | 7,948 |
| Porsche | 25,173 | 20,024 | 21,831 | 14,407 | 11,241 | 10,490 | 13,818 | 17,017 | 19,896 | 14,192 | 16,558 | 21,022 |
| Renault | 7,205 | 12,243 | 33,229 | 37,540 | 30,869 | 25,365 | 18,862 | 15,739 | 13,198 | 6,880 | 5,788 | 8,756 |
| Rolls-Royce | 1,110 | 1,083 | 1,046 | N.A. | 1,158 | 942 | 1,002 | 1,109 | N.A. | N.A. | N.A. | N.A. |
| Rover | — | — | — | — | — | 481 | — | — | — | — | — | — |
| Saab | 39,068 | 33,631 | 26,323 | 18,463 | 14,613 | 13,558 | 15,142 | 15,662 | 13,120 | 9,866 | 13,732 | 13,589 |
| Sapporo/Conquest | 2,671 | 3,344 | 11,571 | 13,088 | 13,326 | 10,263 | 12,322 | 12,277 | 1,406 | — | — | — |
| Subaru | 178,175 | 157,385 | 156,840 | 150,335 | 152,062 | 142,968 | 127,871 | 103,274 | 80,826 | 48,928 | 41,587 | 22,980 |
| Toyota | 620,047 | 557,981 | 555,766 | 530,246 | 576,491 | 582,204 | 507,816 | 441,800 | 493,048 | 346,920 | 283,909 | 238,135 |
| Triumph | — | — | — | — | 9,768 | 14,939 | 12,733 | 16,447 | 29,258 | 28,232 | 22,803 | 18,396 |
| Vista | 23,593 | 15,270 | 4,303 | — | — | — | — | — | — | — | — | — |
| Volkswagen | 140,505 | 103,479 | 77,009 | 67,352 | 82,173 | 90,923 | 125,100 | 216,709 | 260,704 | 201,670 | 267,730 | 334,515 |
| Volvo | 104,267 | 98,541 | 88,857 | 72,352 | 64,477 | 56,990 | 58,027 | 50,880 | 46,790 | 43,887 | 60,338 | 53,043 |
| Yugo | 3,895 | — | — | — | — | — | — | — | — | — | — | — |
| Total | 2,838,116 | 2,441,341 | 2,386,064 | 2,220,911 | 2,326,376 | 2,396,934 | 2,327,932 | 2,000,500 | 2,071,100 | 1,493,000 | 1,577,000 | 1,403,035 |

# SALES/REGISTRATIONS

## U.S. NEW-CAR REGISTRATIONS BY MAKE SINCE WORLD WAR II

| | Nash | Hudson | Rambler | American Motors | Plymouth | Dodge | DeSoto | Chrysler | Imperial | Chrysler Corp. | Ford | Mercury | Edsel | Lincoln | Ford Motor Co. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1946— | 85,169 | 72,484 | — | — | 211,800 | 135,488 | 54,420 | 65,532 | — | 467,240 | 326,822 | 61,187 | — | 10,798 | 398,807 |
| 1947— | 102,808 | 83,344 | — | — | 313,118 | 209.552 | 72,966 | 93,871 | — | 689,507 | 532,646 | 111,198 | — | 24,081 | 667,925 |
| 1948— | 104,156 | 109,497 | — | — | 347,174 | 213,923 | 82,454 | 105,315 | — | 748,866 | 486,888 | 137,512 | — | 32,638 | 567,038 |
| 1949— | 135,328 | 137,907 | — | — | 527,915 | 273,530 | 103,516 | 130,516 | — | 1,035,272 | 806,766 | 186,629 | — | 57,691 | 1,031,086 |
| 1950— | 162,224 | 134,219 | 13,498 | — | 547,367 | 300,104 | 115,023 | 151,300 | — | 1,113,794 | 1,166,118 | 318,217 | — | 34,318 | 1,518,653 |
| 1951— | 93,675 | 96,847 | 46,360 | — | 542,649 | 298,603 | 112,643 | 149,435 | — | 1,103,330 | 862,309 | 233,339 | — | 25,816 | 1,121,464 |
| 1952— | 91,304 | 78,509 | 51,216 | — | 433,134 | 246,464 | 91,677 | 113,392 | — | 884,667 | 732,481 | 185,883 | — | 29,110 | 947,474 |
| 1953— | 97,527 | 66,797 | 39,823 | — | 600,447 | 288,812 | 122,342 | 153,756 | — | 1,165,357 | 1,116,267 | 287,717 | — | 39,169 | 1,443,153 |
| 1954— | 41,116 | 34,806 | 35,613 | 118,553 | 381,078 | 154,789 | 76,739 | 101,741 | — | 714,347 | 1,400,440 | 269,926 | — | 36,251 | 1,706,617 |
| 1955— | 37,197 | 20,522 | 72,227 | 136,753 | 647,352 | 284,323 | 118,062 | 156,458 | — | 1,206,195 | 1,573,882 | 371,837 | — | 35,017 | 1,980,736 |
| 1956— | 25,271 | 11,822 | 70,867 | 115,105 | 483,756 | 220,208 | 100,766 | 106,853 | 10,460 | 922,043 | 1,375,343 | 274,603 | — | 44,162 | 1,694,108 |
| 1957— | 9,474 | 4,596 | 91,469 | 117,330 | 595,503 | 257,488 | 103,915 | 106,436 | 33,017 | 1,096,359 | 1,493,617 | 260,573 | 26,681 | 37,298 | 1,818,169 |
| 1958— | — | — | 186,373 | 186,373 | 391,104 | 135,538 | 47,894 | 58,573 | 14,823 | 647,932 | 1,028,893 | 136,295 | 38,601 | 26,605 | 1,230,394 |
| 1959— | — | — | 363.372 | 363,372 | 390 104 | 167,277 | 42,488 | 64,424 | 18,498 | 682,791 | 1,471,249 | 157,972 | 40,778 | 28,815 | 1,698,814 |
| 1960— | — | — | 422,273 | 422,273 | 445,590 | 356,572 | 23,062 | 79,752 | 16,360 | 921,337 | 1,420,352 | 308,239 | — | 20,711 | 1,749,302 |
| 1961— | — | — | 370,685 | 370,685 | 299,683 | 225,945 | — | 94,387 | 11,747 | 631,762 | 1,330,235 | 309,098 | — | 31,126 | 1,670,459 |
| 1962— | — | — | 423,104 | 423,104 | 301,158 | 238,053 | — | 114,131 | 13,556 | 666,900 | 1,471,514 | 321,817 | — | 31,533 | 1,824,864 |
| 1963— | — | — | 428,346 | 428,346 | 426,332 | 379,026 | — | 114,062 | 15,266 | 934,686 | 1,559,108 | 288,884 | — | 31,517 | 1,879,509 |
| 1964— | — | — | 379,412 | 379,412 | 492,775 | 462,551 | — | 137,029 | 21,157 | 1,113,512 | 1,749,014 | 311,574 | — | 36,897 | 2,097,485 |
| 1965— | — | — | 324,669 | 324,669 | 624,779 | 521,783 | — | 202,559 | 17,214 | 1,366,335 | 1,998,385 | 331,367 | — | 42,363 | 2,372,388 |
| 1966— | — | — | — | 265,712 | 598,160 | 543,560 | — | 230,182 | 14,609 | 1,386,511 | 1,991,520 | 308,049 | — | 49,324 | 2,348,893 |
| 1967— | — | — | — | 237,785 | 627,173 | 491,919 | — | 206,399 | 15,901 | 1,341,392 | 1,520,711 | 295,511 | — | 35,218 | 1,851,440 |
| 1968— | — | — | — | 259,346 | 709,823 | 581,476 | — | 220,786 | 15,778 | 1,527,863 | 1,803,271 | 367,515 | — | 57,486 | 2,228,272 |
| 1969— | — | — | — | 239,937 | 658,987 | 538,381 | — | 211,727 | 18,860 | 1,427,955 | 1,880,384 | 352,137 | — | 58,835 | 2,291,356 |
| 1970— | — | — | — | 254,327 | 681,760 | 504,097 | — | 153,168 | 10,753 | 1,349,778 | 1,848,669 | 310,375 | — | 56,654 | 2,215,698 |
| 1971— | — | — | — | 245,805 | 687,115 | 545,785 | — | 156,195 | 12,089 | 1,401,184 | 1,913,033 | 384,152 | — | 66,092 | 2,363,277 |
| 1972— | — | — | — | 301,973 | 709,884 | 562,985 | — | 178,951 | 14,321 | 1,466,141 | 2,058,676 | 396,186 | — | 94,434 | 2,549,296 |
| 1973— | — | — | — | 392,102 | 748,699 | 587,937 | — | 163,075 | 12,809 | 1,512,520 | 2,137,123 | 413,677 | — | 116,115 | 2,666,915 |
| 1974— | — | — | — | 329,431 | 597,276 | 462,872 | — | 107,802 | 12,252 | 1,180,202 | 1,756,811 | 330,513 | — | 84,693 | 2,172,017 |
| 1975— | — | — | — | 307,618 | 404,408 | 344,697 | — | 212,809 | 4,764 | 966,678 | 1,481,169 | 332,173 | — | 91,496 | 1,904,838 |
| 1976— | — | — | — | 247,032 | 526,957 | 460,647 | — | 271,061 | 411 | 1,259,076 | 1,665,619 | 408,121 | — | 115,801 | 2,189,541 |
| 1977— | — | — | — | 182,539 | 436,027 | 448,128 | — | 303,480 | — | 1,187,635 | 1,791,414 | 489,160 | — | 172,853 | 2,453,427 |
| 1978— | — | — | — | 157,797 | 394,534 | 427,946 | — | 189,631 | — | 1,112,111 | 1,769,077 | 560,299 | — | 178,873 | 2,508,249 |
| 1979— | — | — | — | 156,926 | 323,225 | 367,387 | — | 243,842 | — | 934,454 | 1,475,178 | 498,326 | — | 128,262 | 2,101,766 |
| 1980— | — | — | — | 150,878 | 236,522 | 250,556 | — | 138,385 | — | 625,463 | 1,046,887 | 326,361 | — | 72,740 | 1,445,988 |
| 1981— | — | — | — | 133,455 | 335,691 | 311,824 | — | 87,165 | 4,940 | 739,620 | 975,312 | 340,868 | — | 61,775 | 1,377,955 |
| 1982— | — | — | — | 108,706 | 243,519 | 252,183 | — | 169,275 | 2,603 | 667,580 | 889,470 | 316,293 | — | 87,820 | 1,293,583 |
| 1983— | — | — | — | 190,797 | 258,684 | 307,633 | — | 254,175 | 1,264 | 820,492 | 1,034,732 | 395,041 | — | 97,206 | 1,526,979 |
| 1984— | — | — | — | 188,752 | 281,897 | 359,722 | — | 321,303 | — | 962,922 | 1,286,004 | 520,868 | — | 144,548 | 1,951,420 |
| 1985— | — | — | — | 128,318 | 324,257 | 425,755 | — | 371,292 | — | 1,121,304 | 1,364,829 | 515,895 | — | 164,295 | 2,045,019 |

| | Kaiser | Fraser | Willys | Kaiser*-Fraser | Buick | Cadillac | Chevrolet | Oldsmobile | Pontiac | General Motors | Packard** | Studebaker** | Imports | Misc. Dom. | Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1946— | 3,501 | 1,873 | 2,329 | 5,374 | 126,322 | 23,666 | 329,601 | 93,094 | 113,109 | 685,792 | 36,435 | 58,051 | — | 3,515 | 1,815,196 |
| 1947— | 55,571 | 51,158 | 23,400 | 106,729 | 246,115 | 53,379 | 640,709 | 180,078 | 206,411 | 1,326,692 | 47,875 | 102,123 | — | 16,828 | 3,167,231 |
| 1948— | 108,367 | 57,994 | 21,408 | 166,361 | 244,762 | 59,379 | 709,609 | 175,531 | 226,939 | 1,418,200 | 77,843 | 143,120 | — | — | 3,400,954 |
| 1949— | 57,995 | 15,827 | 28,576 | 73,822 | 372,425 | 80,880 | 1,301,466 | 269,351 | 321,033 | 2,075,155 | 97,771 | 199,460 | 12,191 | 11,714 | 4,838,342 |
| 1950— | 100,171 | 11,884 | 33,926 | 112,055 | 535,806 | 101,825 | 1,420,399 | 372,519 | 440,528 | 2,871,078 | 73,155 | 268,229 | 16,337 | 9,271 | 6,326,438 |
| 1951— | 103,658 | — | 26,049 | 103,658 | 392,285 | 97,093 | 1,067,042 | 273,472 | 337,821 | 2,167,713 | 66,999 | 205,514 | 20,828 | 8,466 | 5,060,903 |
| 1952— | 71,306 | — | 41,016 | 71,306 | 310,806 | 87,806 | 852,542 | 218,189 | 266,351 | 1,735,694 | 66,346 | 157,902 | 29,299 | 3,661 | 4,158,394 |
| 1953— | 34,210 | — | 42,433 | 76,643 | 454,320 | 98,612 | 1,342,480 | 305,593 | 385,692 | 2,586,697 | 71,079 | 161,257 | 28,961 | 13,080 | 5,738,989 |
| 1954— | 10,012 | — | 17.002 | 27,014 | 613,497 | 110,328 | 1,417,453 | 407,150 | 358,167 | 2,806,595 | 38,396 | 95,914 | 25,385 | 3,766 | 5,535,437 |
| 1955— | 959 | — | 6,267 | 7,226 | 737,879 | 141,038 | 1,640,681 | 589,515 | 530,007 | 3,639,120 | 52,103 | 95,761 | 51,658 | 356 | 7,169,908 |
| 1956— | — | — | — | — | 529,371 | 132,952 | 1,565,399 | 437,899 | 358,668 | 3,024,286 | 28,396 | 76,402 | 91,042 | 3,866 | 5,955,248 |
| 1957— | — | — | — | — | 394,553 | 141,209 | 1,456,288 | 371,596 | 319,719 | 2,683,365 | 5,189 | 62,565 | 195,036 | 4,329 | 5,982,342 |
| 1958— | — | — | — | — | 263,981 | 122,651 | 1,234,414 | 306,566 | 229,831 | 2,157,443 | — | 47,798 | 365,305 | 19,269 | 4,654,513 |
| 1959— | — | — | — | — | 245,909 | 135,387 | 1,419,131 | 360,525 | 382,137 | 2,543,089 | — | 133,382 | 614,131 | 5,696 | 6,041,275 |
| 1960— | — | — | — | — | 267,837 | 149,593 | 1,696,925 | 355,798 | 399,646 | 2,869,799 | — | 106,244 | 498,785 | 8,910 | 6,576,650 |
| 1961— | — | — | — | — | 290,623 | 142,195 | 1,589,734 | 328,586 | 372,871 | 2,724,009 | — | 72,155 | 378,622 | 7,055 | 5,854,747 |
| 1962— | — | — | — | — | 400,267 | 151,528 | 2,078,029 | 440,995 | 528,654 | 3,599,473 | — | 77,877 | 339,160 | 7,485 | 6,938,863 |
| 1963— | — | — | — | — | 454,237 | 159,233 | 2,161,653 | 474,786 | 606,791 | 3,866,700 | — | 64,570 | 385,624 | 7,282 | 7,556,717 |
| 1964— | — | — | — | — | 481,043 | 151,638 | 2,124,905 | 513,134 | 687,902 | 3,958,622 | — | 27,073 | 484,131 | 5,915 | 8,065,150 |
| 1965— | — | — | — | — | 608,620 | 189,661 | 2,424,358 | 608,930 | 831,448 | 4,663,017 | — | 12,042 | 569,415 | 6,046 | 9,313,912 |
| 1966— | — | — | — | — | 569,131 | 196,498 | 2,158,811 | 580,550 | 830,856 | 4,335,846 | — | — | 658,123 | 7,636 | 9,008,488 |
| 1967— | — | — | — | — | 565,313 | 209,546 | 1,978,758 | 551,274 | 834,146 | 4,139,037 | — | — | 779,220 | 8,440 | 8,357,421 |
| 1968— | — | — | — | — | 627,159 | 205,593 | 2,060,249 | 624,262 | 877,382 | 4,394,645 | — | — | 985,767 | 7,969 | 9,403,862 |
| 1969— | — | — | — | — | 677,319 | 243,905 | 2,060,202 | 642,889 | 759,605 | 4,419,920 | — | — | 1,061,617 | 5,739 | 9,446,524 |
| 1970— | — | — | — | — | 493,207 | 165,042 | 1,668,288 | 461,732 | 544,715 | 3,332,984 | — | — | 1,230,961 | 4,456 | 8,388,204 |
| 1971— | — | — | — | — | 726,542 | 253,002 | 2,195,345 | 666,958 | 680,097 | 4,521,944 | — | — | 1,293,743 | 4,673 | 9,830,626 |
| 1972— | — | — | — | — | 646,526 | 257,795 | 2,289,407 | 729,153 | 712,775 | 4,635,656 | — | — | 1,529,402 | 5,326 | 10,487,794 |
| 1973— | — | — | — | — | 696,333 | 285,709 | 2,455,063 | 808,889 | 807,546 | 5,053,540 | — | — | 1,719,913 | 6,002 | 11,350,995 |
| 1974— | — | — | — | — | 428,194 | 219,993 | 1,973,706 | 519,082 | 504,081 | 3,645,056 | — | — | 1,369,146 | 5,240 | 8,701,094 |
| 1975— | — | — | — | — | 489,290 | 256,135 | 1,749,877 | 604,882 | 478,142 | 3,578,326 | — | — | 1,500,928 | 3,452 | 8,261,840 |
| 1976— | — | — | — | — | 700,778 | 293,716 | 2,035,858 | 867,485 | 706,460 | 4,604,297 | — | — | 1,446,637 | 4,902 | 9,751,485 |
| 1977— | — | — | — | — | 735,396 | 325,724 | 2,205,566 | 953,875 | 800,230 | 5,020,791 | — | — | 1,976,512 | 5,330 | 10,926,234 |
| 1978— | — | — | — | — | 762,532 | 335,053 | 2,294,990 | 967,896 | 857,083 | 5,217,554 | — | — | 1,946,094 | 4,299 | 10,946,104 |
| 1979— | — | — | — | — | 687,182 | 307,897 | 2,106,404 | 931,836 | 774,525 | 4,807,844 | — | — | 2,351,053 | 4,652 | 10,356,695 |
| 1980— | — | — | — | — | 707,544 | 212,557 | 1,725,874 | 807,000 | 612,794 | 4,065,769 | — | — | 2,469,180 | 3,659 | 8,760,937 |
| 1981— | — | — | — | — | 718,304 | 224,458 | 1,437,091 | 830,892 | 546,936 | 3,757,681 | — | — | 2,431,680 | 3,528 | 8,443,919 |
| 1982— | — | — | — | — | 713,671 | 240,197 | 1,222,624 | 775,702 | 461,149 | 3,413,343 | — | — | 2,268,631 | 2,499 | 7,754,342 |
| 1983— | — | — | — | — | 818,256 | 291,552 | 1,310,503 | 971,229 | 536,404 | 3,927,944 | — | — | 2,457,357 | 617 | 8,924,186 |
| 1984— | — | — | — | — | 919,904 | 310,257 | 1,546,098 | 1,038,774 | 685,361 | 4,501,394 | — | — | 2,523,974 | 267 | 10,128,729 |
| 1985— | — | — | — | — | 851,031 | 301,228 | 1,577,349 | 1,067,881 | 785,098 | 4,582,587 | — | — | 3,011,132 | 248 | 10,888,608 |

SOURCE: R.L. Polk & Co.

* Became Kaiser-Willys in 1953. **Became Studebaker-Packard in 1955.

# SALES/REGISTRATIONS

New-car registrations in the U.S. in 1985 climbed to their best total in seven years and entered the books as third-highest behind 1973 and 1978.

Figures from R.L. Polk & Co., which gathers registrations from 49 states and sales information from Oklahoma, showed 1985 U.S. new-car registrations at 10,888,608, up 7.50 percent from a year earlier, and up 22.01 percent from the 1983 total of 8,924,186.

Record registrations of 11,350,995 were reported back in 1973, with the 10,946,104 of 1978 second best.

Domestic registration in 1985 totaled 7,877,476, up 3.59 percent from 7,604,755. Imports, which expanded to 27.65 percent of the market from 24.92 percent, were up nearly 500,000 units, to 3,011,132 from 2,523,974.

## REGISTRATION RECORDS

**Best years for new cars**

| | |
|---|---|
| 1973 | 11,350,995 |
| 1978 | 10,946,104 |
| 1985 | 10,888,608 |
| 1977 | 10,826,234 |
| 1972 | 10,487,794 |
| 1979 | 10,356,695 |
| 1984 | 10,128,729 |
| 1971 | 9,830,626 |
| 1976 | 9,751,485 |
| 1969 | 9,446,524 |
| 1968 | 9,403,862 |
| 1965 | 9,313,912 |
| 1966 | 9,008,488 |
| 1983 | 8,924,186 |
| 1980 | 8,760,937 |
| 1974 | 8,701,094 |
| 1981 | 8,443,919 |
| 1970 | 8,388,204 |
| 1967 | 8,357,421 |
| 1975 | 8,261,840 |
| 1964 | 8,065,150 |
| 1982 | 7,754,342 |
| 1963 | 7,556,717 |
| 1955 | 7,169,908 |
| 1962 | 6,938,863 |
| 1960 | 6,576,650 |
| 1950 | 6,326,438 |
| 1959 | 6,041,275 |
| 1957 | 5,982,342 |
| 1956 | 5,955,248 |
| 1961 | 5,854,747 |
| 1953 | 5,738,989 |

## U.S. NEW-CAR REGISTRATIONS, 1985-1984

**Based on R.L. Polk & Co. Statistical Report**

| | 1985 | 1984 |
|---|---|---|
| AMC Alliance FWD | 73,472 | 99,533 |
| Encore FWD | 41,534 | 68,666 |
| Eagle 4WD | 2,519 | 3,847 |
| Eagle 4WD SW | 10,793 | 16,706 |
| TOTAL AMC | 128,318 | 188,752 |
| Chrysler Laser FWD | 50,870 | 52,079 |
| LeBaron GTS FWD | 67,489 | 1,681 |
| LeBaron FWD | 79,304 | 86,803 |
| LeBaron SW FWD | 7,424 | 10,197 |
| E Class-NY FWD | 57,603 | 78,862 |
| NY Fifth Ave-Newpt | 108,602 | 91,681 |
| Total | 371,292 | 321,303 |
| Plymouth Horizon FWD | 83,120 | 77,546 |
| Turismo FWD | 52,246 | 46,684 |
| Reliant FWD | 106,192 | 98,221 |
| Reliant SW FWD | 31,021 | 36,500 |
| Caravelle FWD | 35,501 | 7,668 |
| Gran Fury | 16,177 | 15,278 |
| Total | 324,257 | 281,897 |
| Dodge Omni FWD | 70,650 | 66,940 |
| Charger FWD | 56,591 | 51,128 |
| Daytona FWD | 48,784 | 43,474 |
| Aries FWD | 87,692 | 78,485 |
| Aries SW FWD | 26,597 | 30,778 |
| Lancer FWD | 47,325 | 1,499 |
| 600/400 FWD | 54,681 | 60,709 |
| Diplomat | 33,435 | 26,709 |
| Total | 425,755 | 359,722 |
| TOTAL CHRYSLER | 1,121,304 | 962,922 |
| Ford Escort FWD | 326,444 | 268,340 |
| Escort SW FWD | 80,417 | 81,375 |
| EXP FWD | 18,486 | 30,195 |
| Mustang | 157,357 | 136,172 |
| Tempo FWD | 278,475 | 254,680 |
| Taurus FWD | 1,274 | 0 |
| Taurus SW FWD | 379 | 0 |
| LTD | 147,522 | 144,623 |
| LTD SW | 37,646 | 50,015 |
| LTD Crn. Victoria | 135,064 | 137,450 |
| LTD Crn. Victoria SW | 25,409 | 29,081 |
| Thunderbird | 156,356 | 154,073 |
| Total | 1,364,829 | 1,286,004 |
| Lincoln Town Car | 116,193 | 86,331 |
| Mark VII | 20,401 | 28,381 |
| Continental | 27,701 | 29,836 |
| Total | 164,295 | 144,546 |
| Mercury Lynx FWD | 69,238 | 52,686 |
| Lynx SW FWD | 14,382 | 13,830 |
| Capri | 15,632 | 17,680 |
| Topaz FWD | 73,554 | 73,991 |
| Sable FWD | 755 | 0 |
| Sable SW FWD | 124 | 0 |
| Marquis | 78,975 | 87,788 |
| Marquis SW | 10,542 | 13,345 |
| Grand Marquis | 122,335 | 126,264 |
| Grand Marquis SW | 11,804 | 15,479 |
| Cougar | 118,554 | 119,805 |
| Total | 515,895 | 520,868 |
| Lincoln-Mercury Total | 680,190 | 665,416 |
| TOTAL FORD | 2,045,019 | 1,951,420 |
| Buick Skylark FWD | 58,323 | 102,345 |
| Skyhawk FWD | 79,578 | 108,921 |
| Skyhawk SW FWD | 5,833 | 10,685 |
| Somerset Regal FWD | 93,259 | 11,047 |
| Century FWD | 209,324 | 181,210 |
| Century SW FWD | 23,944 | 28,398 |
| Regal | 114,047 | 183,271 |
| LeSabre | 101,923 | 145,564 |
| LeSabre FWD | 2,351 | 0 |
| Electra | 0 | 34,628 |
| Electra FWD | 100,013 | 46,344 |
| Buick SW | 13,545 | 15,234 |
| Riviera FWD | 48,891 | 52,257 |
| Total | 851,031 | 919,904 |
| Cadillac DeVille | 1,827 | 82,279 |
| DeVille FWD | 113,418 | 47,388 |
| Cimarron | 22,768 | 18,012 |
| Fleetwood & Chassis | 40,536 | 39,761 |
| Fleetwood FWD | 31,939 | 18,803 |
| Eldorado FWD | 60,754 | 68,847 |
| Seville FWD | 29,986 | 35,167 |
| Total | 301,228 | 310,257 |
| Chevrolet Nova | 31,075 | 0 |
| Chevette | 129,007 | 165,740 |
| Camaro | 200,091 | 198,896 |
| Cavalier FWD | 345,311 | 286,548 |
| Cavalier SW FWD | 74,386 | 86,172 |
| Citation FWD | 45,788 | 90,418 |
| Celebrity FWD | 276,870 | 226,577 |
| Celebrity SW FWD | 84,093 | 90,643 |
| Monte Carlo | 111,169 | 115,495 |
| Impala | 40,394 | 49,691 |
| Caprice | 150,190 | 146,346 |
| Chevrolet SW | 50,933 | 59,172 |
| Corvette | 38,042 | 30,400 |
| Total | 1,577,349 | 1,546,098 |
| Oldsmobile Omega FWD | 0 | 34,441 |
| Firenza FWD | 40,707 | 47,188 |
| Firenza SW FWD | 9,073 | 13,534 |
| Calais FWD | 122,561 | 12,064 |
| Cutlass Ciera FWD | 288,732 | 197,414 |
| Cutlass Ciera SW FWD | 41,202 | 40,563 |
| Cutlass Supreme-Calais | 218,881 | 301,843 |
| Delta 88 | 161,509 | 227,866 |
| Delta 88 FWD | 6,806 | 0 |
| 98 | 0 | 37,043 |
| 98 FWD | 122,568 | 60,574 |
| Oldsmobile SW | 22,963 | 26,138 |
| Toronado FWD | 32,879 | 41,106 |
| Total | 1,067,881 | 1,039,774 |
| Pontiac 1000 | 22,239 | 27,211 |
| Firebird | 100,049 | 98,868 |
| Sunbird FWD | 106,947 | 112,620 |
| Sunbird SW FWD | 8,236 | 11,507 |
| Grand Am FWD | 116,535 | 13,858 |
| Phoenix FWD | 0 | 13,057 |
| Bonneville | 52,739 | 64,313 |
| 6000 FWD | 145,456 | 102,583 |
| 6000 SW FWD | 17,372 | 18,069 |
| Grand Prix | 57,290 | 70,726 |
| Parisienne | 53,155 | 44,177 |
| Pontiac SW | 14,659 | 15,997 |
| Fiero | 90,421 | 92,375 |
| Total | 785,098 | 685,361 |
| TOTAL GM | 4,582,587 | 4,501,394 |
| Miscellaneous Domestic | 248 | 267 |
| Domestic Sta. Wagon Total | 622,777 | 713,418 |
| Domestic Grand Total | 7,877,476 | 7,604,755 |
| Import Total | 3,011,132 | 2,523,974 |
| Grand Total All Registrations | 10,888,608 | 10,128,729 |

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

## MARKET SHARES BY CORPORATION, U.S. CAR REGISTRATIONS, SINCE WORLD WAR II

| Year | GM | Ford | Chrysler | AMC* | Studebaker-Packard | Kaiser-Fraser, Willys | Miscellaneous Domestic | Imports |
|---|---|---|---|---|---|---|---|---|
| 1946 | 37.78 | 21.97 | 25.74 | 8.68 | 5.21 | 0.42 | 0.20 | — |
| 1947 | 41.89 | 21.09 | 21.77 | 5.88 | 4.73 | 4.11 | 0.53 | — |
| 1948 | 40.63 | 18.82 | 21.45 | 6.12 | 6.33 | 5.38 | 0.81 | 0.46 |
| 1949 | 42.89 | 21.31 | 21.40 | 5.65 | 6.14 | 2.12 | 0.24 | 0.25 |
| 1950 | 45.48 | 24.00 | 17.61 | 4.90 | 5.40 | 2.30 | 0.15 | 0.26 |
| 1951 | 42.83 | 22.16 | 21.80 | 4.66 | 5.38 | 2.57 | 0.17 | 0.41 |
| 1952 | 41.74 | 22.78 | 21.27 | 5.31 | 5.39 | 2.71 | 0.09 | 0.71 |
| 1953 | 45.07 | 25.15 | 20.31 | 3.55 | 4.05 | 1.34 | 0.02 | 0.51 |
| 1954 | 50.70 | 30.83 | 12.90 | 2.01 | 2.43 | 0.47 | 0.07 | 0.59 |
| 1955 | 50.76 | 27.63 | 16.82 | 1.81 | 2.06 | 0.10 | 0.01 | 0.81 |
| 1956 | 50.78 | 28.45 | 15.48 | 1.81 | 1.76 | — | 0.07 | 1.65 |
| 1957 | 44.85 | 30.39 | 18.33 | 1.77 | 1.13 | — | 0.07 | 3.46 |
| 1958 | 46.36 | 26.44 | 13.92 | 4.01 | 1.08 | — | 0.07 | 8.12 |
| 1959 | 42.10 | 28.12 | 11.30 | 6.01 | 2.21 | — | 0.09 | 10.17 |
| 1960 | 43.64 | 26.60 | 14.01 | 6.42 | 1.62 | — | 0.13 | 7.58 |
| 1961 | 46.53 | 28.53 | 10.79 | 6.33 | 1.23 | — | 0.12 | 6.47 |
| 1962 | 51.87 | 26.30 | 9.61 | 6.10 | 1.12 | — | 0.11 | 4.89 |
| 1963 | 51.04 | 24.87 | 12.37 | 5.67 | 0.85 | — | 0.10 | 5.10 |
| 1964 | 49.08 | 26.01 | 13.81 | 4.71 | 0.32 | — | 0.07 | 6.00 |
| 1965 | 50.07 | 25.47 | 14.67 | 3.49 | 0.13 | — | 0.06 | 6.11 |
| 1966 | 48.13 | 26.08 | 15.39 | 2.95 | 0.06 | — | 0.08 | 7.31 |
| 1967 | 49.53 | 22.15 | 16.05 | 2.85 | — | — | 0.10 | 9.32 |
| 1968 | 46.73 | 23.70 | 16.25 | 2.76 | — | — | 0.08 | 10.48 |
| 1969 | 46.79 | 24.25 | 15.12 | 2.54 | — | — | 0.06 | 11.24 |
| 1970 | 39.73 | 26.42 | 16.09 | 3.03 | — | — | 0.05 | 14.68 |
| 1971 | 45.16 | 23.52 | 13.71 | 2.50 | — | — | 0.05 | 15.06 |
| 1972 | 44.40 | 24.39 | 13.80 | 2.83 | — | — | 0.05 | 14.53 |
| 1973 | 44.32 | 23.50 | 13.33 | 3.45 | — | — | 0.05 | 15.15 |
| 1974 | 41.89 | 24.96 | 13.56 | 3.79 | — | — | 0.06 | 15.74 |
| 1975 | 43.31 | 23.06 | 11.70 | 3.72 | — | — | 0.04 | 18.17 |
| 1976 | 47.22 | 22.45 | 12.91 | 2.53 | — | — | 0.05 | 14.84 |
| 1977 | 46.37 | 22.66 | 10.97 | 1.69 | — | — | 0.04 | 18.26 |
| 1978 | 47.67 | 22.91 | 10.16 | 1.44 | — | — | 0.05 | 17.78 |
| 1979 | 46.42 | 20.29 | 9.02 | 1.52 | — | — | 0.05 | 22.70 |
| 1980 | 46.41 | 16.51 | 7.14 | 1.72 | — | — | 0.04 | 28.18 |
| 1981 | 44.50 | 16.32 | 8.76 | 1.58 | — | — | 0.04 | 28.80 |
| 1982 | 44.02 | 16.68 | 8.61 | 1.09 | — | — | 0.03 | 29.57 |
| 1983 | 44.01 | 17.11 | 9.19 | 2.14 | — | — | 0.01 | 27.54 |
| 1984 | 44.44 | 19.26 | 9.51 | 1.86 | — | — | 0.00 | 24.93 |
| 1985 | 42.09 | 18.78 | 10.30 | 1.18 | — | — | 0.00 | 27.65 |

*And predecessors. SOURCE: R.L. Polk & Co.

# NEW-CAR REGISTRATIONS IN U.S. BY STATE, 1985 vs. 1984

| Car registrations as compiled by R.L. Polk & Co. | | AMC | Chrysler | Dodge | Plymouth | CHRYSLER TOTAL | Ford | Lincoln | Mercury | FORD TOTAL | Buick | Cadillac | Chevrolet | Oldsmobile | Pontiac | GM TOTAL | *Miscellaneous | TOTAL | | Car registrations as compiled by R.L. Polk & Co. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alabama | '85 | 627 | 5769 | 4891 | 3046 | 13706 | 18226 | 1817 | 5854 | 25897 | 13535 | 3741 | 27575 | 17043 | 14936 | 76830 | 36479 | 153539 | '85 | Alabama |
| | '84 | 1105 | 5174 | 4351 | 2414 | 11939 | 17076 | 1527 | 6294 | 24897 | 15017 | 3754 | 25082 | 16517 | 12767 | 73137 | 30810 | 141888 | '84 | |
| Alaska | '85 | 622 | 588 | 694 | 805 | 2087 | 1964 | 80 | 583 | 2627 | 514 | 161 | 1441 | 861 | 648 | 3625 | 5805 | 14766 | '85 | Alaska |
| | '84 | 720 | 699 | 804 | 833 | 2336 | 2021 | 134 | 702 | 2857 | 736 | 207 | 2328 | 865 | 501 | 4637 | 6332 | 16882 | '84 | |
| Arizona | '85 | 1059 | 3970 | 3518 | 2894 | 10382 | 15782 | 2662 | 4260 | 22704 | 8803 | 3620 | 18343 | 9524 | 8362 | 48652 | 39331 | 122128 | '85 | Arizona |
| | '84 | 1313 | 2744 | 2337 | 1673 | 6754 | 13969 | 2047 | 4272 | 20288 | 8335 | 3546 | 16924 | 8397 | 5750 | 42952 | 30988 | 102295 | '84 | |
| Arkansas | '85 | 411 | 2564 | 3032 | 1863 | 7459 | 9816 | 1387 | 3817 | 15020 | 4755 | 2219 | 12895 | 9304 | 5536 | 34709 | 13813 | 71412 | '85 | Arkansas |
| | '84 | 464 | 2278 | 2473 | 1313 | 6064 | 10400 | 1231 | 4358 | 15989 | 5570 | 2334 | 12308 | 10330 | 5010 | 35552 | 11863 | 69932 | '84 | |
| California | '85 | 7865 | 37155 | 29255 | 15296 | 81706 | 131305 | 13723 | 39429 | 184457 | 56438 | 39901 | 95787 | 70425 | 50144 | 312695 | 548730 | 1135453 | '85 | California |
| | '84 | 13335 | 27944 | 24726 | 15337 | 68007 | 118138 | 14936 | 36548 | 169622 | 58553 | 37989 | 91433 | 64358 | 41251 | 293584 | 461879 | 1006427 | '84 | |
| Colorado | '85 | 1770 | 3243 | 4186 | 2738 | 10167 | 14633 | 1542 | 4200 | 20375 | 8208 | 2853 | 14637 | 9466 | 7623 | 42787 | 51316 | 126415 | '85 | Colorado |
| | '84 | 3457 | 3877 | 4030 | 3278 | 11185 | 14161 | 1720 | 4316 | 20197 | 8169 | 2483 | 14572 | 8615 | 6665 | 40504 | 46801 | 122144 | '84 | |
| Connecticut | '85 | 2472 | 6264 | 7579 | 6576 | 20419 | 22242 | 1934 | 10393 | 34569 | 15483 | 3703 | 26105 | 17383 | 11167 | 72841 | 66946 | 197247 | '85 | Connecticut |
| | '84 | 3440 | 5299 | 5980 | 5903 | 17182 | 16623 | 1341 | 8955 | 26919 | 13887 | 3305 | 22336 | 14339 | 8591 | 62458 | 51047 | 161046 | '84 | |
| Delaware | '85 | 532 | 1617 | 1812 | 1536 | 4965 | 4668 | 408 | 2158 | 7234 | 3653 | 997 | 7634 | 5981 | 2898 | 21163 | 12534 | 46428 | '85 | Delaware |
| | '84 | 718 | 1505 | 1357 | 1204 | 4066 | 4173 | 312 | 2344 | 6829 | 3499 | 975 | 7509 | 5294 | 2109 | 19386 | 10556 | 41555 | '84 | |
| District of Columbia | '85 | 457 | 760 | 880 | 476 | 2116 | 2353 | 336 | 849 | 3538 | 961 | 605 | 2076 | 1624 | 818 | 6084 | 8901 | 21096 | '85 | District of Columbia |
| | '84 | 600 | 848 | 565 | 547 | 1960 | 2593 | 314 | 859 | 3766 | 1140 | 674 | 2934 | 1580 | 907 | 7235 | 7973 | 21534 | '84 | |
| Florida | '85 | 7187 | 27026 | 29745 | 15626 | 72397 | 82296 | 18093 | 35439 | 135828 | 54151 | 26943 | 112583 | 58565 | 54726 | 306968 | 187813 | 710193 | '85 | Florida |
| | '84 | 8829 | 21899 | 29044 | 18056 | 68999 | 92283 | 13375 | 38299 | 143957 | 63706 | 28776 | 95095 | 56403 | 43478 | 287458 | 153773 | 663016 | '84 | |
| Georgia | '85 | 1522 | 9646 | 8929 | 5706 | 24281 | 37365 | 3992 | 14234 | 55591 | 20479 | 7764 | 36700 | 27309 | 24226 | 116478 | 84658 | 282530 | '85 | Georgia |
| | '84 | 2548 | 7081 | 7237 | 4054 | 18372 | 31574 | 3046 | 14562 | 49182 | 22236 | 7600 | 37353 | 25935 | 20169 | 113293 | 69139 | 252534 | '84 | |
| Hawaii | '85 | 170 | 1266 | 1463 | 562 | 3291 | 2777 | 1039 | 903 | 4719 | 2094 | 520 | 3402 | 2368 | 1748 | 10132 | 33018 | 51330 | '85 | Hawaii |
| | '84 | 157 | 518 | 1600 | 353 | 2471 | 3779 | 1060 | 1193 | 6032 | 2159 | 516 | 3212 | 2047 | 1465 | 9399 | 30732 | 48791 | '84 | |
| Idaho | '85 | 330 | 928 | 1034 | 664 | 2626 | 2393 | 164 | 1469 | 4026 | 1462 | 446 | 2476 | 2026 | 1337 | 7747 | 9013 | 23742 | '85 | Idaho |
| | '84 | 558 | 855 | 1003 | 508 | 2366 | 2449 | 232 | 1697 | 4378 | 1797 | 408 | 2923 | 1917 | 1242 | 8287 | 8398 | 23987 | '84 | |
| Illinois | '85 | 6938 | 19229 | 24180 | 17282 | 60691 | 75248 | 9040 | 28338 | 112626 | 62881 | 19402 | 109827 | 75837 | 51446 | 319393 | 131145 | 630793 | '85 | Illinois |
| | '84 | 11206 | 17574 | 18960 | 15004 | 51538 | 66848 | 7688 | 29338 | 103874 | 64805 | 19617 | 98554 | 73253 | 44139 | 300368 | 106652 | 573638 | '84 | |
| Indiana | '85 | 3295 | 8082 | 8945 | 7769 | 24796 | 29799 | 1828 | 12264 | 43891 | 22445 | 5081 | 42040 | 30110 | 20003 | 119679 | 31114 | 222775 | '85 | Indiana |
| | '84 | 4410 | 7048 | 7484 | 5810 | 21342 | 26110 | 1727 | 11069 | 38906 | 24273 | 5157 | 40355 | 29297 | 17841 | 116923 | 27339 | 208920 | '84 | |
| Iowa | '85 | 1172 | 2628 | 4894 | 2826 | 10348 | 12902 | 801 | 5204 | 18907 | 9340 | 1660 | 19247 | 10987 | 6774 | 48008 | 13452 | 91887 | '85 | Iowa |
| | '84 | 1614 | 2976 | 4078 | 2371 | 9425 | 12387 | 731 | 5704 | 18822 | 9854 | 1681 | 18906 | 10903 | 6100 | 47444 | 10824 | 88129 | '84 | |
| Kansas | '85 | 702 | 3629 | 3091 | 2682 | 9402 | 10933 | 1107 | 4861 | 16901 | 7706 | 2125 | 14146 | 11027 | 6486 | 41490 | 21027 | 89522 | '85 | Kansas |
| | '84 | 909 | 3342 | 2540 | 2411 | 8293 | 10763 | 964 | 5327 | 17054 | 8041 | 2230 | 14540 | 11194 | 6098 | 42103 | 17560 | 85919 | '84 | |
| Kentucky | '85 | 1445 | 4268 | 5264 | 3924 | 13456 | 17460 | 1750 | 6724 | 25934 | 8216 | 2965 | 20350 | 12896 | 8047 | 52474 | 24648 | 117957 | '85 | Kentucky |
| | '84 | 2208 | 3724 | 4178 | 3293 | 11195 | 16505 | 1663 | 6672 | 24840 | 9082 | 3112 | 21614 | 13194 | 6953 | 53955 | 19881 | 112079 | '84 | |
| Louisiana | '85 | 777 | 5437 | 4578 | 3306 | 13321 | 20585 | 3857 | 7901 | 32343 | 11439 | 4664 | 20359 | 17786 | 12645 | 66893 | 39647 | 152981 | '85 | Louisiana |
| | '84 | 1338 | 4462 | 4067 | 2404 | 10933 | 21329 | 3915 | 8846 | 34090 | 13831 | 5002 | 21321 | 20442 | 12363 | 72959 | 35636 | 154958 | '84 | |
| Maine | '85 | 1020 | 1264 | 2837 | 2371 | 6472 | 8701 | 425 | 3598 | 12724 | 3398 | 464 | 8436 | 4148 | 3284 | 19730 | 15093 | 55039 | '85 | Maine |
| | '84 | 1354 | 993 | 2474 | 1852 | 5319 | 7463 | 204 | 3001 | 10668 | 3413 | 454 | 7512 | 3701 | 2651 | 17731 | 11665 | 46737 | '84 | |
| Maryland | '85 | 2635 | 8782 | 12637 | 9503 | 30922 | 43609 | 2840 | 12871 | 59320 | 18323 | 5600 | 47947 | 26992 | 22797 | 121659 | 87424 | 301960 | '85 | Maryland |
| | '84 | 4528 | 7984 | 11113 | 9183 | 28280 | 39549 | 2252 | 13963 | 55764 | 20901 | 5715 | 50403 | 24207 | 20644 | 121870 | 70741 | 281183 | '84 | |
| Massachusetts | '85 | 4895 | 9954 | 14619 | 10778 | 35351 | 44430 | 3967 | 20354 | 68751 | 25675 | 5640 | 46987 | 27939 | 19721 | 125962 | 101243 | 336202 | '85 | Massachusetts |
| | '84 | 8220 | 8719 | 12378 | 9567 | 30664 | 36214 | 3297 | 17342 | 56853 | 26437 | 5973 | 45690 | 26079 | 15716 | 119895 | 80354 | 295986 | '84 | |
| Michigan | '85 | 14480 | 23072 | 29812 | 18676 | 71560 | 85725 | 11194 | 32553 | 129472 | 57607 | 16154 | 87500 | 58553 | 67873 | 287687 | 52424 | 555623 | '85 | Michigan |
| | '84 | 20728 | 22148 | 24997 | 17969 | 65114 | 81876 | 13431 | 36644 | 131951 | 63610 | 16730 | 87000 | 61382 | 59443 | 288165 | 46996 | 552954 | '84 | |
| Minnesota | '85 | 1707 | 6176 | 8966 | 10499 | 25641 | 23568 | 1497 | 8629 | 33694 | 19251 | 3868 | 33390 | 27364 | 15898 | 99771 | 34618 | 195431 | '85 | Minnesota |
| | '84 | 3145 | 5798 | 8165 | 10546 | 24509 | 26646 | 1750 | 9621 | 38017 | 21240 | 3465 | 31589 | 28224 | 14878 | 99396 | 29680 | 194947 | '84 | |
| Mississippi | '85 | 292 | 2554 | 1890 | 1707 | 6151 | 9900 | 1573 | 3537 | 15010 | 7360 | 1757 | 12274 | 9420 | 6390 | 37201 | 19055 | 77709 | '85 | Mississippi |
| | '84 | 379 | 2096 | 1260 | 1378 | 4734 | 9420 | 1278 | 3589 | 14287 | 7723 | 1848 | 11004 | 9667 | 5912 | 36154 | 13620 | 69174 | '84 | |
| Missouri | '85 | 2201 | 7988 | 10481 | 6577 | 25046 | 35283 | 2978 | 12628 | 50889 | 17820 | 4923 | 35083 | 24316 | 14957 | 97099 | 42103 | 217338 | '85 | Missouri |
| | '84 | 3325 | 6919 | 8394 | 5542 | 20855 | 31377 | 2815 | 14174 | 48366 | 19727 | 5548 | 33796 | 24840 | 13045 | 96956 | 36349 | 205851 | '84 | |
| Montana | '85 | 424 | 733 | 809 | 628 | 2170 | 2544 | 125 | 1137 | 3806 | 1926 | 325 | 2890 | 2448 | 1064 | 8653 | 6353 | 21406 | '85 | Montana |
| | '84 | 640 | 674 | 725 | 465 | 1864 | 2535 | 143 | 1263 | 3941 | 1844 | 347 | 2754 | 2151 | 917 | 8013 | 5560 | 20018 | '84 | |
| Nebraska | '85 | 396 | 1726 | 2169 | 1500 | 5395 | 6522 | 527 | 2683 | 9732 | 5649 | 1129 | 9884 | 5821 | 3152 | 25635 | 9157 | 50315 | '85 | Nebraska |
| | '84 | 969 | 1830 | 1993 | 1271 | 5094 | 6837 | 540 | 3070 | 10447 | 6152 | 1113 | 9880 | 5782 | 2853 | 25780 | 7993 | 50283 | '84 | |
| Nevada | '85 | 399 | 1186 | 1644 | 776 | 3606 | 4849 | 932 | 1911 | 7692 | 2147 | 1418 | 4353 | 2713 | 2561 | 13192 | 12654 | 37543 | '85 | Nevada |
| | '84 | 1114 | 1160 | 1419 | 936 | 3515 | 4345 | 874 | 2036 | 7255 | 2245 | 1434 | 3641 | 2243 | 1987 | 11550 | 11961 | 35395 | '84 | |
| New Hampshire | '85 | 1197 | 1899 | 3433 | 2413 | 7745 | 8629 | 617 | 3925 | 13171 | 4472 | 962 | 10369 | 5202 | 4300 | 25305 | 23793 | 71211 | '85 | New Hampshire |
| | '84 | 1839 | 1552 | 2770 | 2104 | 6426 | 8254 | 458 | 3545 | 12257 | 4981 | 884 | 10385 | 5052 | 3708 | 25010 | 19324 | 64856 | '84 | |
| New Jersey | '85 | 5509 | 16072 | 18629 | 13682 | 48383 | 47721 | 9190 | 19948 | 76859 | 36873 | 14466 | 60822 | 41811 | 30323 | 184295 | 139522 | 454568 | '85 | New Jersey |
| | '84 | 7918 | 13766 | 16921 | 11539 | 42226 | 46766 | 6826 | 21034 | 74626 | 40157 | 17055 | 60853 | 42018 | 27675 | 187758 | 120709 | 433237 | '84 | |
| New Mexico | '85 | 408 | 2127 | 1845 | 1587 | 5559 | 6849 | 894 | 2528 | 10271 | 2954 | 1072 | 8517 | 4029 | 3470 | 18042 | 14655 | 48935 | '85 | New Mexico |
| | '84 | 549 | 1536 | 1221 | 1212 | 3969 | 6828 | 724 | 2644 | 10196 | 3144 | 903 | 6385 | 4027 | 2845 | 17304 | 13059 | 45077 | '84 | |
| New York | '85 | 12182 | 25292 | 35687 | 30594 | 91573 | 78142 | 11004 | 28635 | 117781 | 59166 | 22560 | 102521 | 72951 | 50140 | 307338 | 210230 | 739104 | '85 | New York |
| | '84 | 13101 | 23901 | 33168 | 31404 | 88473 | 71160 | 7839 | 26018 | 105017 | 64664 | 27404 | 97859 | 67359 | 46617 | 303903 | 175445 | 685939 | '84 | |
| North Carolina | '85 | 1676 | 7014 | 7017 | 5261 | 19292 | 34118 | 2241 | 9197 | 45556 | 22222 | 5207 | 36471 | 24901 | 17951 | 106752 | 75301 | 248577 | '85 | North Carolina |
| | '84 | 3012 | 6097 | 5871 | 4270 | 16238 | 32558 | 1987 | 10039 | 44584 | 26136 | 5036 | 41338 | 25829 | 17219 | 115558 | 66715 | 246107 | '84 | |
| North Dakota | '85 | 234 | 801 | 942 | 741 | 2484 | 2410 | 202 | 1305 | 3917 | 2387 | 474 | 4108 | 3001 | 1817 | 11787 | 3911 | 22333 | '85 | North Dakota |
| | '84 | 265 | 932 | 812 | 581 | 2325 | 2888 | 226 | 1389 | 4503 | 2167 | 457 | 4113 | 2629 | 1701 | 11067 | 3430 | 21590 | '84 | |
| Ohio | '85 | 9041 | 17466 | 27289 | 21247 | 66002 | 80596 | 7059 | 38722 | 126377 | 51028 | 11793 | 108714 | 63451 | 44159 | 279145 | 99006 | 579571 | '85 | Ohio |
| | '84 | 12541 | 14790 | 19606 | 15578 | 49974 | 77312 | 5512 | 34921 | 117745 | 50792 | 12399 | 99966 | 58580 | 35391 | 257128 | 80988 | 518376 | '84 | |
| Oklahoma | '85 | 765 | 5793 | 3617 | 3229 | 12639 | 17722 | 3240 | 7643 | 28605 | 10730 | 3579 | 17408 | 15603 | 10282 | 57602 | 24192 | 123803 | '85 | Oklahoma |
| | '84 | 1091 | 5279 | 2911 | 3018 | 11208 | 14673 | 3656 | 7862 | 26191 | 11174 | 3882 | 15535 | 15714 | 8991 | 55296 | 21521 | 115307 | '84 | |
| Oregon | '85 | 764 | 2839 | 2765 | 2596 | 8200 | 10195 | 587 | 2948 | 13730 | 4817 | 2107 | 8583 | 5843 | 3981 | 25331 | 41910 | 89935 | '85 | Oregon |
| | '84 | 1017 | 2471 | 2569 | 2070 | 7110 | 10267 | 844 | 3121 | 14232 | 5340 | 1989 | 9824 | 5551 | 3713 | 26417 | 40073 | 88849 | '84 | |
| Pennsylvania | '85 | 10212 | 19863 | 24962 | 23351 | 68176 | 65810 | 5679 | 26301 | 97790 | 48702 | 14108 | 81972 | 53535 | 40796 | 239113 | 127727 | 543018 | '85 | Pennsylvania |
| | '84 | 14234 | 18128 | 20801 | 20361 | 59290 | 65213 | 4955 | 26901 | 97069 | 51925 | 13762 | 84358 | 49865 | 37580 | 237490 | 104443 | 512526 | '84 | |
| Rhode Island | '85 | 775 | 1502 | 2706 | 1574 | 5782 | 6085 | 304 | 2169 | 8558 | 3091 | 765 | 4975 | 4666 | 2899 | 16416 | 14273 | 45804 | '85 | Rhode Island |
| | '84 | 1057 | 1242 | 2181 | 1437 | 4860 | 4991 | 349 | 2176 | 7516 | 3596 | 924 | 5201 | 4301 | 2290 | 16312 | 11132 | 40877 | '84 | |
| South Carolina | '85 | 650 | 3784 | 4769 | 3350 | 11903 | 15895 | 1691 | 5538 | 23124 | 10422 | 2596 | 18987 | 15121 | 9267 | 56393 | 36327 | 128397 | '85 | South Carolina |
| | '84 | 1082 | 3840 | 3695 | 2705 | 10240 | 15906 | 1153 | 5770 | 22829 | 12813 | 2572 | 20889 | 15622 | 9[illegible] | 61109 | 31003 | 126263 | '84 | |
| South Dakota | '85 | 320 | 597 | 655 | 775 | 2027 | 2308 | 151 | 1026 | 3485 | 1842 | 326 | 4073 | 2137 | 1446 | 9824 | 2690 | 18346 | '85 | South Dakota |
| | '84 | 428 | 686 | 650 | 633 | 1969 | 2527 | 140 | 1185 | 3852 | 2062 | 292 | 4220 | 2164 | 1476 | 10214 | 2605 | 19068 | '84 | |
| Tennessee | '85 | 1452 | 6736 | 7094 | 5218 | 19048 | 22739 | 2904 | 8035 | 33678 | 15091 | 5881 | 28134 | 19710 | 17888 | 86704 | 50094 | 190976 | '85 | Tennessee |
| | '84 | 1952 | 5017 | 5769 | 3732 | 14518 | 21306 | 2666 | 8463 | 32435 | 16887 | 5516 | 27822 | 20247 | 16225 | 86697 | 42090 | 177692 | '84 | |
| Texas | '85 | 3390 | 26642 | 19251 | 14356 | 60249 | 79373 | 19652 | 32036 | 131061 | 53334 | 31194 | 95473 | 84699 | 44573 | 309273 | 182171 | 686144 | '85 | Texas |
| | '84 | 6004 | 21597 | 13080 | 10502 | 45179 | 79107 | 16267 | 32587 | 127961 | 59045 | 31567 | 88147 | 89360 | 40411 | 308530 | 151247 | 638921 | '84 | |
| Utah | '85 | 634 | 1781 | 1970 | 1708 | 5459 | 5629 | 860 | 2152 | 8641 | 3463 | 872 | 6316 | 2965 | 2470 | 16086 | 18583 | 49403 | '85 | Utah |
| | '84 | 1137 | 1404 | 1767 | 1589 | 4760 | 4494 | 469 | 2338 | 7301 | 3228 | 765 | 6354 | 3049 | 1972 | 15368 | 14692 | 43258 | '84 | |
| Vermont | '85 | 508 | 678 | 1473 | 1257 | 3408 | 2936 | 152 | 1871 | 4959 | 1779 | 272 | 4124 | 1740 | 1604 | 9519 | 9813 | 28297 | '85 | Vermont |
| | '84 | 951 | 614 | 1175 | 1215 | 3004 | 3098 | 149 | 1444 | 4691 | 1943 | 262 | 4637 | 1490 | 1430 | 9662 | 7633 | 25941 | '84 | |
| Virginia | '85 | 3470 | 10282 | 10183 | 8675 | 29140 | 40264 | 3116 | 12412 | 55792 | 16245 | 5151 | 38157 | 25896 | 19380 | 104829 | 89781 | 283012 | '85 | Virginia |
| | '84 | 5232 | 8743 | 8831 | 8020 | 25594 | 37339 | 2858 | 12101 | 52298 | 17437 | 5283 | 41708 | 24449 | 17048 | 105925 | 72745 | 261794 | '84 | |
| Washington | '85 | 937 | 4752 | 4481 | 3514 | 12747 | 17723 | 1165 | 4987 | 23875 | 6257 | 2650 | 14410 | 8700 | 5354 | 37371 | 58895 | 133825 | '85 | Washington |
| | '84 | 1417 | 4047 | 4066 | 3064 | 11177 | 16784 | 1131 | 5063 | 22958 | 6548 | 2267 | 14609 | 7762 | 4373 | 35559 | 49281 | 120392 | '84 | |
| West Virginia | '85 | 1284 | 2304 | 3394 | 2583 | 8281 | 9051 | 555 | 3274 | 12880 | 4852 | 1057 | 14850 | 6627 | 4669 | 32055 | 12224 | 66724 | '85 | West Virginia |
| | '84 | 1863 | 1986 | 3034 | 1994 | 7014 | 9074 | 432 | 3283 | 12789 | 5667 | 1206 | 14445 | 6525 | 4428 | 32271 | 10737 | 64674 | '84 | |
| Wisconsin | '85 | 4724 | 4851 | 8798 | 7304 | 20953 | 21682 | 1272 | 11479 | 34433 | 18309 | 3207 | 31714 | 23287 | 19984 | 96501 | 32502 | 189113 | '85 | Wisconsin |
| | '84 | 8267 | 4856 | 7881 | 7390 | 20127 | 22303 | 1236 | 11991 | 35530 | 20813 | 3566 | 30966 | 23558 | 18700 | 97603 | 28103 | 189630 | '84 | |
| Wyoming | '85 | 288 | 691 | 551 | 440 | 1682 | 1557 | 137 | 956 | 2650 | 1163 | 254 | 2068 | 1533 | 958 | 5976 | 4213 | 14809 | '85 | Wyoming |
| | '84 | 455 | 595 | 497 | 304 | 1396 | 1658 | 120 | 920 | 2698 | 1275 | 269 | 1808 | 1260 | 794 | 5406 | 3942 | 13897 | '84 | |
| Federal Government | '85 | 6 | 22 | 410 | 10210 | 10642 | 9517 | 5 | 27 | 9549 | 113 | 7 | 1216 | 237 | 126 | 1699 | 53 | 21943 | '85 | Federal Government |
| | '84 | 9 | 56 | 714 | 700 | 1470 | 2075 | 4 | 15 | 2094 | 128 | 4 | 22206 | 207 | 116 | 22663 | 20 | 26256 | '84 | |
| **U.S. TOTAL** | '85 | 128318 | 371292 | 425755 | 324257 | 1121304 | 1364829 | 164295 | 515895 | 2045019 | 851031 | 301228 | 1577349 | 1067881 | 785098 | 4582587 | 3011380 | 10888608 | '85 | **U.S. TOTAL** |
| | '84 | 188752 | 321303 | 359722 | 281897 | 962922 | 1286004 | 144548 | 520868 | 1951420 | 919904 | 310257 | 1546098 | 1039774 | 685361 | 4501394 | 2524241 | 10128729 | '84 | |

NOTES: Data for New York and Oklahoma compiled from manufacturers' sales records. All data property of R.L. Polk & Co.; may not be copied, sold or reprinted without permission from Polk.

*Includes imports and domestic-sponsored cars.

# NEW TRUCK REGISTRATIONS IN U.S. BY STATE, 1985 vs. 1984

| Truck registrations as compiled by R.L. Polk & Co |  | Chrysler Corp. | Ford | Daimler-Benz Corp. | Chevrolet | GMC | International | Jeep Truck | Mack Truck Corp. | Paccar Corp. | Volvo White Corp. | Misc. Domestic & Foreign | TOTAL |  | Truck registrations as compiled by R.L. Polk & Co |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Alabama | '85 | 8856 | 18527 | 477 | 27367 | 6330 | 981 | 1817 | 620 | 470 | 639 | 14037 | 80121 | '85 | Alabama |
|  | '84 | 8045 | 16783 | 810 | 20729 | 5059 | 978 | 1587 | 670 | 586 | 384 | 11807 | 67248 | '84 |  |
| Alaska | '85 | 2180 | 4466 | 6 | 4128 | 1398 | 84 | 1135 | 9 | 72 | 72 | 2356 | 15817 | '85 | Alaska |
|  | '84 | 2382 | 4742 | 6 | 5040 | 1528 | 127 | 1148 | 16 | 58 | 22 | 2074 | 17152 | '84 |  |
| Arizona | '85 | 6428 | 19833 | 109 | 25193 | 7230 | 527 | 3077 | 119 | 214 | 125 | 23830 | 86785 | '85 | Arizona |
|  | '84 | 4873 | 17758 | 134 | 19867 | 5678 | 383 | 2271 | 102 | 189 | 15 | 15485 | 66737 | '84 |  |
| Arkansas | '85 | 6403 | 14239 | 183 | 18796 | 4523 | 671 | 1548 | 218 | 169 | 96 | 6871 | 53687 | '85 | Arkansas |
|  | '84 | 5514 | 15985 | 153 | 18906 | 4097 | 786 | 1315 | 190 | 362 | 131 | 5111 | 50800 | '84 |  |
| California | '85 | 52247 | 113618 | 1588 | 103828 | 26879 | 4538 | 22740 | 857 | 2504 | 1185 | 218818 | 548811 | '85 | California |
|  | '84 | 42382 | 92851 | 1492 | 89835 | 23216 | 3278 | 14444 | 904 | 1839 | 615 | 162928 | 433882 | '84 |  |
| Colorado | '85 | 6837 | 22428 | 208 | 18015 | 5102 | 1156 | 9341 | 213 | 283 | 125 | 17790 | 81498 | '85 | Colorado |
|  | '84 | 6376 | 23379 | 156 | 18796 | 4738 | 986 | 9826 | 203 | 274 | 74 | 15504 | 80302 | '84 |  |
| Connecticut | '85 | 8322 | 12820 | 101 | 13677 | 3457 | 800 | 3341 | 412 | 132 | 129 | 11698 | 54229 | '85 | Connecticut |
|  | '84 | 6183 | 9894 | 77 | 9645 | 2858 | 814 | 2616 | 307 | 118 | 67 | 7787 | 39946 | '84 |  |
| Delaware | '85 | 2279 | 4113 | 245 | 3918 | 906 | 972 | 680 | 237 | 148 | 107 | 2427 | 16041 | '85 | Delaware |
|  | '84 | 2004 | 3822 | 149 | 3098 | 560 | 1286 | 686 | 178 | 195 | 29 | 1857 | 13880 | '84 |  |
| District of Columbia | '85 | 598 | 620 | 6 | 675 | 120 | 19 | 261 | 6 | 1 | 4 | 554 | 2774 | '85 | District of Columbia |
|  | '84 | 629 | 598 | 3 | 480 | 93 | 32 | 215 | 6 | 3 | 4 | 446 | 2500 | '84 |  |
| Florida | '85 | 28674 | 70440 | 825 | 55483 | 14281 | 3481 | 9748 | 1969 | 775 | 370 | 52842 | 238968 | '85 | Florida |
|  | '84 | 25244 | 67273 | 1030 | 48514 | 13792 | 2966 | 7824 | 2015 | 989 | 378 | 44479 | 214284 | '84 |  |
| Georgia | '85 | 15410 | 38171 | 708 | 42706 | 8080 | 2098 | 4398 | 1089 | 798 | 515 | 25444 | 140426 | '85 | Georgia |
|  | '84 | 12293 | 34162 | 981 | 35427 | 6780 | 1885 | 3140 | 799 | 1410 | 590 | 20290 | 117085 | '84 |  |
| Hawaii | '85 | 1983 | 3057 | — | 2086 | 758 | 88 | 954 | 1 | 46 | 17 | 7645 | 16545 | '85 | Hawaii |
|  | '84 | 1374 | 3217 | — | 1817 | 598 | 90 | 1141 | 8 | 28 | 8 | 6557 | 14834 | '84 |  |
| Idaho | '85 | 2480 | 5741 | 40 | 5188 | 2222 | 158 | 964 | 24 | 281 | 35 | 4306 | 21257 | '85 | Idaho |
|  | '84 | 2381 | 5754 | 29 | 4987 | 2258 | 227 | 818 | 13 | 251 | 16 | 3883 | 20637 | '84 |  |
| Illinois | '85 | 25472 | 47446 | 2286 | 49758 | 13815 | 5831 | 4821 | 1326 | 1683 | 1585 | 22531 | 176215 | '85 | Illinois |
|  | '84 | 20713 | 42423 | 1516 | 40030 | 13236 | 4728 | 4085 | 1301 | 1829 | 762 | 18982 | 147314 | '84 |  |
| Indiana | '85 | 12511 | 26721 | 1587 | 29010 | 10835 | 2618 | 2882 | 610 | 954 | 387 | 9838 | 97293 | '85 | Indiana |
|  | '84 | 10896 | 23881 | 1180 | 23435 | 8182 | 2522 | 1886 | 653 | 1287 | 257 | 7331 | 81429 | '84 |  |
| Iowa | '85 | 5721 | 12586 | 325 | 12862 | 2941 | 1000 | 1098 | 208 | 288 | 45 | 4563 | 41638 | '85 | Iowa |
|  | '84 | 5889 | 13413 | 258 | 12752 | 3177 | 1021 | 1117 | 238 | 272 | 26 | 3574 | 41847 | '84 |  |
| Kansas | '85 | 6385 | 14041 | 295 | 14226 | 5008 | 670 | 1879 | 126 | 538 | 116 | 6584 | 50476 | '85 | Kansas |
|  | '84 | 5645 | 14818 | 450 | 14333 | 4171 | 883 | 1578 | 96 | 483 | 106 | 5387 | 47750 | '84 |  |
| Kentucky | '85 | 8248 | 19354 | 128 | 20463 | 3886 | 781 | 1729 | 580 | 145 | 71 | 8333 | 63807 | '85 | Kentucky |
|  | '84 | 6834 | 18411 | 81 | 15877 | 3005 | 787 | 1385 | 501 | 142 | 94 | 6294 | 53301 | '84 |  |
| Louisiana | '85 | 11109 | 24234 | 257 | 23779 | 6999 | 898 | 1541 | 372 | 238 | 156 | 16538 | 85823 | '85 | Louisiana |
|  | '84 | 10261 | 27486 | 206 | 23317 | 6801 | 789 | 1535 | 586 | 338 | 254 | 15437 | 86980 | '84 |  |
| Maine | '85 | 4550 | 7291 | 82 | 7328 | 3624 | 338 | 1247 | 224 | 78 | 75 | 4437 | 29273 | '85 | Maine |
|  | '84 | 3875 | 5987 | 38 | 5438 | 2786 | 292 | 954 | 136 | 78 | 47 | 3282 | 22882 | '84 |  |
| Maryland | '85 | 13129 | 28050 | 498 | 22803 | 5145 | 1705 | 3276 | 1030 | 259 | 286 | 16338 | 92580 | '85 | Maryland |
|  | '84 | 11191 | 24780 | 327 | 18554 | 4304 | 1554 | 3021 | 820 | 211 | 244 | 13388 | 78392 | '84 |  |
| Massachusetts | '85 | 14502 | 25838 | 584 | 23449 | 8244 | 1717 | 8452 | 1167 | 192 | 415 | 15947 | 100587 | '85 | Massachusetts |
|  | '84 | 12363 | 21981 | 318 | 17580 | 6213 | 1489 | 6650 | 756 | 203 | 297 | 11851 | 79819 | '84 |  |
| Michigan | '85 | 30483 | 62970 | 353 | 65323 | 25467 | 1922 | 7185 | 486 | 371 | 276 | 9448 | 204283 | '85 | Michigan |
|  | '84 | 29407 | 58364 | 276 | 51020 | 20374 | 2258 | 5482 | 376 | 453 | 216 | 7927 | 176165 | '84 |  |
| Minnesota | '85 | 12187 | 30847 | 600 | 22723 | 5832 | 1857 | 3179 | 437 | 940 | 179 | 8217 | 86098 | '85 | Minnesota |
|  | '84 | 10856 | 30631 | 400 | 21385 | 5085 | 2016 | 3197 | 482 | 1221 | 142 | 7907 | 83282 | '84 |  |
| Mississippi | '85 | 4394 | 13481 | 272 | 14507 | 4456 | 581 | 680 | 362 | 178 | 118 | 10889 | 50127 | '85 | Mississippi |
|  | '84 | 3458 | 12804 | 287 | 11571 | 4261 | 552 | 534 | 390 | 286 | 63 | 7383 | 41900 | '84 |  |
| Missouri | '85 | 14347 | 29547 | 533 | 27833 | 10584 | 1708 | 2831 | 226 | 476 | 178 | 13163 | 101404 | '85 | Missouri |
|  | '84 | 12653 | 27229 | 287 | 24791 | 9195 | 1380 | 2385 | 188 | 334 | 195 | 10883 | 89560 | '84 |  |
| Montana | '85 | 1868 | 6507 | 154 | 5106 | 1735 | 161 | 762 | 48 | 394 | 47 | 3289 | 20091 | '85 | Montana |
|  | '84 | 1552 | 6191 | 188 | 4027 | 1487 | 100 | 722 | 75 | 345 | 34 | 2240 | 17842 | '84 |  |
| Nebraska | '85 | 3882 | 8521 | 1158 | 8079 | 2088 | 1224 | 1031 | 286 | 1534 | 329 | 3081 | 30324 | '85 | Nebraska |
|  | '84 | 3082 | 9582 | 833 | 8334 | 2311 | 1256 | 1280 | 212 | 1798 | 310 | 2657 | 31573 | '84 |  |
| Nevada | '85 | 2582 | 6483 | 22 | 3857 | 1859 | 179 | 1232 | 7 | 80 | 14 | 7334 | 23749 | '85 | Nevada |
|  | '84 | 2279 | 6214 | 38 | 4088 | 1843 | 155 | 980 | 11 | 65 | 22 | 5147 | 20843 | '84 |  |
| New Hampshire | '85 | 4862 | 7500 | 82 | 8744 | 3136 | 575 | 2128 | 334 | 40 | 78 | 6291 | 33784 | '85 | New Hampshire |
|  | '84 | 4098 | 6498 | 38 | 6874 | 2558 | 487 | 1645 | 285 | 28 | 40 | 4880 | 27422 | '84 |  |
| New Jersey | '85 | 19044 | 30569 | 1066 | 25738 | 8239 | 2850 | 6318 | 2243 | 514 | 670 | 17857 | 114106 | '85 | New Jersey |
|  | '84 | 16740 | 27583 | 972 | 20332 | 7578 | 2464 | 5127 | 1985 | 620 | 516 | 13367 | 97303 | '84 |  |
| New Mexico | '85 | 4035 | 12877 | 58 | 9854 | 3869 | 449 | 1805 | 113 | 274 | 29 | 8626 | 42120 | '85 | New Mexico |
|  | '84 | 2981 | 12230 | 68 | 9053 | 3723 | 406 | 1538 | 120 | 249 | 27 | 6105 | 36511 | '84 |  |
| New York | '85 | 34073 | 48520 | 1137 | 49836 | 12884 | 4389 | 10819 | 2747 | 350 | 751 | 26816 | 192422 | '85 | New York |
|  | '84 | 29829 | 41323 | 52 | 38821 | 11198 | 3510 | 7795 | 925 | 247 | 227 | 20024 | 152051 | '84 |  |
| North Carolina | '85 | 11808 | 30294 | 733 | 31422 | 7969 | 2487 | 3476 | 777 | 673 | 864 | 24036 | 115689 | '85 | North Carolina |
|  | '84 | 9703 | 28685 | 686 | 28914 | 6877 | 2487 | 3448 | 771 | 1122 | 656 | 23779 | 107150 | '84 |  |
| North Dakota | '85 | 1811 | 4586 | 56 | 5217 | 1253 | 128 | 613 | 67 | 169 | 41 | 1789 | 15788 | '85 | North Dakota |
|  | '84 | 1845 | 4865 | 45 | 5013 | 1395 | 181 | 647 | 73 | 191 | 13 | 1489 | 15677 | '84 |  |
| Ohio | '85 | 28958 | 51994 | 679 | 60167 | 13078 | 3610 | 4478 | 1494 | 751 | 546 | 20339 | 184094 | '85 | Ohio |
|  | '84 | 21413 | 42829 | 547 | 43863 | 10407 | 3186 | 3386 | 1353 | 903 | 361 | 14531 | 142879 | '84 |  |
| Oklahoma | '85 | 7776 | 23867 | 0 | 21586 | 7872 | 988 | 1685 | 62 | 56 | 32 | 9813 | 73828 | '85 | Oklahoma |
|  | '84 | 6389 | 23516 | 1 | 22477 | 7333 | 932 | 2158 | 80 | 187 | 21 | 8831 | 71125 | '84 |  |
| Oregon | '85 | 5858 | 14674 | 335 | 13832 | 4134 | 568 | 2574 | 184 | 443 | 185 | 16758 | 59635 | '85 | Oregon |
|  | '84 | 5531 | 14449 | 337 | 13885 | 3817 | 486 | 1689 | 165 | 629 | 197 | 15593 | 56859 | '84 |  |
| Pennsylvania | '85 | 27341 | 52978 | 1001 | 42970 | 11575 | 3188 | 7750 | 2884 | 641 | 507 | 20807 | 171250 | '85 | Pennsylvania |
|  | '84 | 24349 | 48578 | 718 | 35887 | 9152 | 2880 | 7492 | 2255 | 582 | 364 | 17217 | 149482 | '84 |  |
| Rhode Island | '85 | 1985 | 2831 | 31 | 2423 | 845 | 159 | 831 | 217 | 28 | 41 | 2510 | 12311 | '85 | Rhode Island |
|  | '84 | 1786 | 2450 | 31 | 1836 | 781 | 181 | 648 | 167 | 26 | 32 | 2277 | 10175 | '84 |  |
| South Carolina | '85 | 6784 | 14380 | 336 | 15718 | 4879 | 811 | 1494 | 347 | 246 | 300 | 11984 | 57322 | '85 | South Carolina |
|  | '84 | 6190 | 14322 | 180 | 14585 | 4523 | 639 | 1394 | 450 | 368 | 112 | 10802 | 53842 | '84 |  |
| South Dakota | '85 | 1207 | 3801 | 175 | 4295 | 814 | 234 | 557 | 23 | 166 | 34 | 1455 | 12861 | '85 | South Dakota |
|  | '84 | 1383 | 3834 | 126 | 4042 | 811 | 290 | 680 | 38 | 294 | 31 | 1321 | 12830 | '84 |  |
| Tennessee | '85 | 11586 | 24315 | 790 | 25142 | 8817 | 1280 | 2775 | 806 | 909 | 1230 | 21080 | 98551 | '85 | Tennessee |
|  | '84 | 9180 | 23847 | 780 | 20105 | 7514 | 1422 | 1875 | 788 | 1083 | 1388 | 15831 | 83843 | '84 |  |
| Texas | '85 | 50882 | 115317 | 2882 | 137534 | 38198 | 4530 | 15254 | 1723 | 2128 | 611 | 66615 | 434876 | '85 | Texas |
|  | '84 | 47728 | 118258 | 1686 | 130081 | 35434 | 4804 | 11288 | 1744 | 2290 | 786 | 51482 | 400510 | '84 |  |
| Utah | '85 | 3782 | 10795 | 157 | 8585 | 3234 | 322 | 2062 | 122 | 374 | 183 | 6782 | 36398 | '85 | Utah |
|  | '84 | 3344 | 8837 | 146 | 7384 | 2810 | 283 | 1882 | 108 | 330 | 33 | 5336 | 30071 | '84 |  |
| Vermont | '85 | 1725 | 3388 | 7 | 3860 | 1583 | 225 | 1072 | 160 | 22 | 48 | 3109 | 15289 | '85 | Vermont |
|  | '84 | 1576 | 3380 | 5 | 3476 | 1236 | 179 | 950 | 98 | 11 | 27 | 2450 | 13385 | '84 |  |
| Virginia | '85 | 14818 | 33816 | 317 | 28500 | 8222 | 1327 | 5674 | 1185 | 324 | 388 | 25180 | 115480 | '85 | Virginia |
|  | '84 | 12986 | 30538 | 286 | 22243 | 5856 | 1210 | 4861 | 922 | 346 | 311 | 19749 | 99187 | '84 |  |
| Washington | '85 | 7371 | 20880 | 248 | 19484 | 4372 | 780 | 2804 | 181 | 1085 | 158 | 21191 | 78274 | '85 | Washington |
|  | '84 | 6364 | 17753 | 186 | 16225 | 3844 | 615 | 1629 | 174 | 842 | 68 | 16807 | 64627 | '84 |  |
| West Virginia | '85 | [illegible] | 12175 | 23 | 16837 | 2147 | 375 | 1380 | 240 | 78 | 85 | 4271 | 41779 | '85 | West Virginia |
|  | '84 | [illegible] | 11845 | 8 | 11823 | 1736 | 375 | 1332 | 198 | 92 | 44 | 3108 | 34722 | '84 |  |
| Wisconsin | '85 | [illegible] | 23084 | 392 | 20507 | 7373 | 1086 | 2820 | 458 | 642 | 263 | 7974 | 76170 | '85 | Wisconsin |
|  | '84 | [illegible] | 22847 | 380 | 18178 | 6272 | 1610 | 2836 | 586 | 721 | 181 | 7150 | 70670 | '84 |  |
| Wyoming | '85 | 1956 | 5586 | 43 | 4318 | 1844 | 91 | 805 | 17 | 135 | 22 | 1816 | 16732 | '85 | Wyoming |
|  | '84 | 1885 | 5847 | 14 | 4897 | 1852 | 82 | 839 | 11 | 160 | 8 | 1562 | 17021 | '84 |  |
| Federal Government | '85 | 26275 | 4880 | — | 29210 | 1087 | 3880 | 21 | 382 | 1 | 100 | 38 | 65783 | '85 | Federal Government |
|  | '84 | 8119 | 5483 | 1 | 29150 | 856 | 3087 | 24 | 199 | 3 | 11 | 28 | 40889 | '84 |  |
| Motor Homes | '85 | — | — | — | — | — | — | — | — | — | — | — | — | '85 | Motor Homes |
|  | '84 | — | 3435 | — | 10394 | 500 | — | — | — | — | — | 957 | 15286 | '84 |  |
| U.S. TOTAL | '85 | 600651 | 1245805 | 23310 | 1258864 | 347577 | 73463 | 182210 | 29514 | 24286 | 14796 | 876316 | 4675192 | '85 | U.S. TOTAL |
|  | '84 | 504081 | 1162834 | 18889 | 1080178 | 305206 | 68713 | 148292 | 25817 | 26732 | 10787 | 689659 | 4048868 | '84 |  |

Notes: 1985 Data for New York and Oklahoma compiled from manufacturers' sales records. All data property of R. L. Polk & Co.; may not be copied, sold, or reprinted without permission from Polk.

## RV SHIPMENTS BY TYPE, 1971-1985

**1985****

**(Total Shipments—359,200)**

| | |
|---|---|
| Travel trailers | 82,900 |
| Truck campers | 6,900 |
| Camping trailers | 35,900 |
| Motor homes | 68,700 |
| Van conversions | 164,800 |

**1984**

**(Total Shipments—398,200)**

| | |
|---|---|
| Travel trailers | 92,400 |
| Truck campers | 7,600 |
| Folding camper trailers | 40,900 |
| Motor homes | 82,000 |
| Van conversions | 175,300 |

**1983****

**(Total Shipments—358,000)**

| | |
|---|---|
| Travel trailers | 90,000 |
| Truck campers | 6,800 |
| Folding campers | 37,500 |
| Motor homes | 69,500 |
| Van conversions | 154,200 |

**1982****

**(Total Shipments—258,000)**

| | |
|---|---|
| Travel trailers | 65,500 |
| Truck campers | 5,700 |
| Folding camping trailers | 34,300 |
| Motor homes | 41,200 |
| Van conversions | 111,300 |

**1981****

**(Total Shipments—239,100)**

| | |
|---|---|
| Travel trailers | 63,800 |
| Truck campers | 5,100 |
| Fold-down camping trailers | 35,000 |
| Motor homes | 35,400 |
| Van conversions | 99,800 |

**1980****

**(Total Shipments—181,400)**

| | |
|---|---|
| Travel trailers | 51,900 |
| Truck campers | 5,000 |
| Fold-down camping trailers | 24,500 |
| Motor homes | 28,600 |
| Van conversions | 71,400 |

**1979****

**(Total Shipments—303,300)**

| | |
|---|---|
| Travel trailers | 90,200 |
| Truck campers | 13,800 |
| Fold-down camping trailers | 31,100 |
| Motor homes | 64,100 |
| Van conversions | 104,100 |

**1978****

**(Total Shipments—549,800)**

| | |
|---|---|
| Travel trailers | 159,800 |
| Truck campers | 48,200 |
| Fold-down camping trailers | 48,200 |
| Motor homes | 157,200 |
| Van conversions | 136,400 |

**1977**

**(Total Shipments—745,600)**

| | |
|---|---|
| Travel trailers | 167,900 |
| Truck campers | 31,900 |
| Fold-down camping trailers | 53,900 |
| Motor homes | 280,200 |
| Pickup covers | 211,700 |

**1976**

**(Total Shipments—656,300)**

| | |
|---|---|
| Travel trailers | 189,700 |
| Truck campers | 42,000 |
| Camping trailers | 53,300 |
| Motor homes | 156,100 |
| Pickup covers | 215,200 |

**1975**

**(Total Shipments—552,100)**

| | |
|---|---|
| Travel trailers | 150,600 |
| Truck campers | 44,300 |
| Camping trailers | 48,100 |
| Motor homes | 96,600 |
| Pickup covers | 212,500 |

**1974**

**(Total Shipments—529,200)**

| | |
|---|---|
| Travel trailers | 126,300 |
| Truck campers | 45,400 |
| Camping trailers | 55,200 |
| Motor homes* | 68,900 |
| Pickup covers | 233,400 |

**1973**

**(Total Shipments—752,500)**

| | |
|---|---|
| Travel trailers | 212,300 |
| Truck campers | 89,800 |
| Camping trailers | 97,700 |
| Motor homes* | 129,000 |
| Pickup covers | 223,700 |

**1972**

**(Total Shipments—747,500)**

| | |
|---|---|
| Travel trailers | 250,800 |
| Truck campers | 105,100 |
| Camping trailers | 110,200 |
| Motor homes* | 116,800 |
| Pickup covers | 164,600 |

**1971**

**(Total Shipments—549,400)**

| | |
|---|---|
| Travel trailers | 190,800 |
| Truck campers | 107,200 |
| Camping trailers | 95,800 |
| Motor homes | 57,200 |
| Pickup covers | 98,400 |

**Pickup covers no longer included in RVIA shipments.
*Imports of Volkswagen Campmobile motor home included only in 1972-'74 totals.
SOURCE: Recreation Vehicle Industry Assn.

## DOMESTIC AND IMPORT TRUCK SALES BY MONTH, 1985; BY YEAR, 1985 vs. 1984

| | January | February | March | April | May | June | July | August | September | October | November | December | 1985 | 1984 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Ford** | | | | | | | | | | | | | | |
| Vans | 14,647 | 14,843 | 18,528 | 17,866 | 16,291 | 16,124 | 15,222 | 12,847 | 15,446 | 14,190 | 13,453 | 12,622 | 182,079 | 174,075 |
| Aerostar | 0 | 0 | 0 | 0 | 0 | 0 | 725 | 2,275 | 4,457 | 6,470 | 8,481 | 7,916 | 30,324 | 0 |
| Club Wagon | 3,274 | 2,572 | 2,527 | 3,408 | 3,421 | 3,368 | 2,469 | 1,408 | 2,275 | 2,285 | 2,442 | 2,126 | 31,575 | 32,103 |
| Ranger | 18,579 | 31,129 | 35,716 | 16,817 | 16,131 | 16,971 | 17,447 | 12,970 | 13,919 | 22,967 | 24,882 | 19,514 | 247,042 | 220,687 |
| Bronco | 4,069 | 3,844 | 3,904 | 4,572 | 4,608 | 5,064 | 4,455 | 3,103 | 4,270 | 4,915 | 4,839 | 4,618 | 52,281 | 47,589 |
| Bronco II | 8,823 | 7,573 | 7,103 | 8,669 | 13,314 | 8,051 | 7,514 | 5,996 | 6,878 | 11,261 | 12,493 | 7,259 | 104,934 | 98,049 |
| Pickups | 42,630 | 42,381 | 49,951 | 50,719 | 49,979 | 61,723 | 57,875 | 42,410 | 49,633 | 39,537 | 36,986 | 38,683 | 562,507 | 540,885 |
| Mediums | 3,788 | 3,310 | 3,754 | 4,841 | 4,007 | 3,856 | 4,304 | 3,077 | 4,147 | 4,077 | 3,617 | 3,901 | 45,980 | 40,954 |
| Heavies | 1,057 | 1,088 | 1,055 | 1,714 | 1,263 | 1,226 | 1,567 | 982 | 1,246 | 1,133 | 934 | 1,103 | 15,087 | 12,373 |
| Total Ford | 96,887 | 106,740 | 122,538 | 108,606 | 109,034 | 116,383 | 111,578 | 85,068 | 102,271 | 106,835 | 108,127 | 97,742 | 1,271,809 | 1,166,715 |
| **Chevrolet** | | | | | | | | | | | | | | |
| Vans | 12,693 | 11,696 | 14,866 | 13,545 | 15,938 | 12,450 | 12,950 | 11,012 | 13,103 | 10,281 | 10,814 | 11,530 | 150,868 | 155,421 |
| Sports Van | 1,924 | 1,847 | 2,074 | 1,924 | 2,430 | 2,074 | 2,077 | 1,154 | 1,116 | 1,560 | 1,275 | 1,550 | 21,005 | 21,902 |
| Astro | 2,700 | 3,459 | 5,559 | 7,799 | 10,563 | 11,067 | 11,591 | 11,552 | 13,121 | 9,033 | 9,257 | 10,456 | 106,157 | 1,768 |
| S-10 | 17,345 | 25,157 | 25,763 | 19,859 | 14,407 | 13,455 | 15,121 | 13,017 | 15,894 | 19,241 | 16,361 | 14,431 | 210,051 | 188,661 |
| S-10 Blazer | 13,963 | 12,222 | 13,363 | 12,963 | 27,180 | 11,541 | 12,904 | 12,028 | 13,222 | 21,802 | 19,554 | 16,492 | 187,234 | 142,143 |
| El Camino | 1,704 | 1,463 | 1,785 | 1,736 | 1,859 | 1,654 | 1,880 | 1,715 | 1,731 | 1,944 | 1,760 | 2,585 | 21,816 | 22,997 |
| Blazer | 3,733 | 3,712 | 3,676 | 3,485 | 3,723 | 4,031 | 4,131 | 3,539 | 3,498 | 4,270 | 4,068 | 4,432 | 46,298 | 46,935 |
| Suburban | 4,497 | 4,138 | 5,297 | 5,131 | 6,251 | 5,667 | 5,265 | 3,785 | 4,298 | 5,091 | 4,422 | 5,064 | 58,906 | 50,843 |
| Pickups | 39,236 | 34,763 | 38,787 | 38,195 | 43,805 | 47,833 | 52,994 | 42,836 | 46,253 | 26,227 | 27,493 | 37,626 | 476,048 | 461,258 |
| Mediums | 1,560 | 1,432 | 1,546 | 1,108 | 2,361 | 1,379 | 1,536 | 1,998 | 2,286 | 2,406 | 1,708 | 2,417 | 21,747 | 19,911 |
| Total Chevy | 99,355 | 99,889 | 112,716 | 105,745 | 128,517 | 111,151 | 120,449 | 102,636 | 114,522 | 101,855 | 96,712 | 106,583 | 1,300,130 | 1,111,839 |
| **Chrysler** | | | | | | | | | | | | | | |
| Vans | 4,809 | 5,243 | 6,447 | 5,425 | 5,559 | 5,953 | 5,241 | 4,596 | 5,831 | 6,270 | 3,749 | 4,127 | 63,250 | 70,504 |
| Ram Wagon | 2,876 | 3,014 | 4,258 | 3,389 | 3,924 | 4,486 | 3,313 | 2,825 | 3,078 | 3,495 | 2,389 | 3,048 | 40,095 | 40,283 |
| Voyager | 7,533 | 8,134 | 10,064 | 9,467 | 10,979 | 11,351 | 10,219 | 4,938 | 7,591 | 9,230 | 7,277 | 9,709 | 106,492 | 82,793 |
| Caravan | 7,939 | 8,565 | 10,346 | 10,072 | 12,172 | 11,855 | 11,387 | 5,294 | 8,115 | 9,670 | 7,504 | 10,631 | 113,550 | 85,929 |
| Mini Ram Van | 2,125 | 2,017 | 2,505 | 2,090 | 2,330 | 2,182 | 2,053 | 1,439 | 1,689 | 1,583 | 1,015 | 1,757 | 22,785 | 21,794 |
| Ram 50 | 6,132 | 6,906 | 6,730 | 6,512 | 5,629 | 5,102 | 4,838 | 3,526 | 7,635 | 6,117 | 5,450 | 5,732 | 70,317 | 51,298 |
| Ramcharger | 3,171 | 3,514 | 3,665 | 3,472 | 3,034 | 3,032 | 2,371 | 2,014 | 1,679 | 1,020 | 977 | 1,376 | 29,325 | 28,551 |
| Pickups | 12,528 | 14,509 | 17,884 | 14,812 | 12,111 | 15,183 | 15,649 | 12,987 | 15,770 | 10,862 | 8,728 | 9,551 | 160,574 | 134,264 |
| Total Chrysler* | 47,113 | 51,902 | 61,899 | 55,239 | 55,738 | 59,144 | 55,071 | 37,619 | 51,388 | 48,247 | 37,097 | 45,931 | 606,388 | 526,054* |
| **GMC** | | | | | | | | | | | | | | |
| Vans | 2,964 | 3,133 | 3,820 | 3,635 | 3,740 | 3,919 | 3,563 | 3,456 | 3,604 | 2,894 | 2,544 | 3,335 | 40,607 | 45,991 |
| Safari | 584 | 659 | 1,077 | 1,492 | 2,321 | 3,039 | 2,915 | 2,741 | 3,518 | 2,246 | 1,894 | 2,406 | 24,892 | 217 |
| S-15 | 3,389 | 5,428 | 6,210 | 5,000 | 3,190 | 3,160 | 3,379 | 2,762 | 3,320 | 4,377 | 3,711 | 3,027 | 46,953 | 43,742 |
| S-15 Jimmy | 3,045 | 2,791 | 2,992 | 3,090 | 5,749 | 3,027 | 3,032 | 2,859 | 3,132 | 4,733 | 4,326 | 3,463 | 42,239 | 34,519 |
| Jimmy | 778 | 608 | 713 | 736 | 790 | 733 | 820 | 623 | 642 | 865 | 841 | 945 | 9,094 | 8,488 |
| Caballero | 203 | 164 | 212 | 231 | 219 | 252 | 251 | 176 | 201 | 242 | 204 | 249 | 2,604 | 2,702 |
| Suburban | 1,302 | 1,432 | 1,635 | 1,503 | 1,608 | 1,792 | 1,670 | 1,361 | 1,258 | 1,631 | 1,276 | 1,420 | 17,888 | 16,132 |
| Pickups | 9,257 | 9,646 | 9,326 | 9,192 | 9,812 | 12,426 | 14,396 | 11,907 | 10,321 | 7,677 | 7,597 | 9,878 | 121,435 | 121,704 |
| P-Model | 1,747 | 349 | 381 | 652 | 453 | 402 | 429 | 623 | 571 | 313 | 277 | 285 | 6,482 | 7,036 |
| Mediums | 1,884 | 2,111 | 2,159 | 2,333 | 2,350 | 2,978 | 2,913 | 3,080 | 3,078 | 2,223 | 1,461 | 2,430 | 29,000 | 28,026 |
| Heavies | 833 | 538 | 1,479 | 1,073 | 886 | 979 | 750 | 1,137 | 618 | 984 | 759 | 820 | 10,856 | 14,282 |
| W-4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 69 | 80 | 0 |
| Total GMC | 25,986 | 26,859 | 30,004 | 28,937 | 31,118 | 32,707 | 34,118 | 30,725 | 30,263 | 28,185 | 24,901 | 28,327 | 352,130 | 322,839 |
| **AMC/Jeep** | | | | | | | | | | | | | | |
| CJ | 2,989 | 2,940 | 3,109 | 3,174 | 2,796 | 3,046 | 3,981 | 3,134 | 2,838 | 3,356 | 3,466 | 3,627 | 39,067 | 42,373 |
| Wagoneer | 1,346 | 1,172 | 970 | 878 | 947 | 1,046 | 1,065 | 976 | 969 | 1,258 | 1,698 | 1,777 | 14,102 | 19,889 |
| Cherokee | 7,125 | 7,072 | 7,005 | 6,869 | 8,500 | 8,702 | 7,940 | 6,600 | 6,877 | 9,387 | 12,867 | 9,950 | 98,874 | 69,054 |
| Grand Wagoneer | 1,538 | 1,274 | 1,071 | 1,001 | 737 | 860 | 1,467 | 2,250 | 1,544 | 2,434 | 1,419 | 2,214 | 17,809 | 19,081 |
| Comanche | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,123 | 2,343 | 3,205 | 2,886 | 9,557 | 0 |
| Pickups | 184 | 164 | 220 | 317 | 517 | 196 | 277 | 88 | 114 | 145 | 179 | 189 | 1,980 | 3,404 |
| Total Jeep | 13,182 | 12,622 | 12,375 | 12,239 | 13,497 | 13,850 | 14,730 | 13,049 | 13,465 | 18,903 | 22,834 | 20,643 | 181,389 | 153,801 |
| **Imports** | | | | | | | | | | | | | | |
| Toyota | 23,909 | 24,432 | 27,644 | 25,584 | 31,080 | 21,743 | 45,604 | 23,741 | 21,268 | 25,531 | 26,510 | 32,884 | 329,930 | 264,183 |
| Nissan | 30,419 | 21,932 | 20,761 | 23,213 | 20,553 | 19,701 | 23,654 | 22,932 | 28,270 | 14,867 | 13,749 | 15,550 | 255,601 | 203,724 |
| Mazda | 7,124 | 8,726 | 8,414 | 7,024 | 11,343 | 10,701 | 10,779 | 9,929 | 11,282 | 11,317 | 8,690 | 10,125 | 115,464 | 119,127 |
| Isuzu | 3,032 | 6,755 | 6,032 | 7,384 | 7,094 | 6,126 | 7,702 | 6,546 | 7,767 | 6,170 | 5,564 | 7,977 | 78,149 | 45,379 |
| Mitsubishi | 1,731 | 1,481 | 2,971 | 3,269 | 1,672 | 1,944 | 2,297 | 1,239 | 2,383 | 2,824 | 3,022 | 1,906 | 26,739 | 17,613 |
| Suzuki | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,039 | 1,607 | 2,646 | 0 |
| Total Imports | 66,215 | 63,326 | 65,822 | 66,494 | 71,742 | 60,215 | 90,036 | 64,387 | 70,960 | 60,706 | 58,574 | 70,049 | 808,529 | 650,026 |
| Total Industry | 348,738 | 361,338 | 405,354 | 377,260 | 409,646 | 393,450 | 425,982 | 333,484 | 382,889 | 364,734 | 348,245 | 369,275 | 4,520,375 | 3,931,274 |

*1984 Chrysler sales total reflects discontinued "other Plymouth truck" and Rampage models, not shown in table. Chrysler sold 378 other Plymouth trucks and 10,260 Rampage models before discontinuing them in 1984.

# SALES/REGISTRATIONS

## U.S. TRUCK REGISTRATIONS

**Twelve months, 1985 vs. 1984★**

| Make | 12 mos., 1985 | Percent Share of '85 market | 12 mos., 1984 | Percent Share of '84 market | Pct. pt. Change, '85-'84 |
|---|---|---|---|---|---|
| Chevrolet | 1,256,964 | 26.88 | 1,090,178 | 26.92 | −0.04 |
| Ford | 1,245,805 | 26.65 | 1,162,834 | 28.72 | −2.07 |
| Dodge | 496,324 | 10.62 | 424,073 | 10.47 | +0.15 |
| GMC | 347,577 | 7.43 | 305,206 | 7.54 | −0.11 |
| Jeep | 182,210 | 3.90 | 148,292 | 3.66 | +0.24 |
| Plymouth | 104,627 | 2.24 | 80,008 | 1.97 | +0.27 |
| International | 73,463 | 1.57 | 66,713 | 1.65 | −0.08 |
| Mack | 29,514 | 0.63 | 25,617 | 0.63 | — |
| Freightliner | 18,708 | 0.40 | 16,409 | 0.41 | −0.01 |
| Peterbilt | 12,305 | 0.26 | 13,107 | 0.32 | −0.06 |
| Kenworth | 11,981 | 0.26 | 13,625 | 0.34 | −0.08 |
| White | 9,197 | 0.20 | 6,871 | 0.17 | +0.03 |
| Mercedes | 4,602 | 0.10 | 2,480 | 0.06 | +0.04 |
| Volvo | 2,580 | 0.06 | 1,953 | 0.05 | +0.01 |
| Autocar | 1,803 | 0.04 | 1,260 | 0.03 | +0.01 |
| Western Star | 1,216 | 0.03 | 713 | 0.02 | +0.01 |
| Miscellaneous• | 876,316 | 18.73 | 689,659 | 17.04 | +1.69 |
| TOTALS | 4,675,192 | 100.00 | 4,048,998 | 100.00 | — |

★ All truck registrations in Oklahoma, and in 1984, New York, compiled from manufacturers' sales records.
• Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.
Compiled from R.L. Polk & Co. data. Re-use or re-publication without permission from Polk is prohibited.

## U.S. HEAVY-DUTY REGISTRATIONS

**Twelve months, 1985 vs. 1984★**

| Make | 12 mos., 1985 | Percent Share of '85 market | 12 mos., 1984 | Percent Share of '84 market | Pct. pt. Change, '85-'84 |
|---|---|---|---|---|---|
| International | 47,077 | 21.62 | 44,409 | 22.56 | − 0.94 |
| Ford | 44,926 | 20.64 | 37,871 | 19.24 | +1.40 |
| GMC | 26,109 | 11.99 | 25,615 | 13.02 | −1.03 |
| Mack | 25,798 | 11.85 | 22,202 | 11.28 | +0.57 |
| Freightliner | 18,708 | 8.59 | 16,409 | 8.34 | +0.25 |
| Peterbilt | 12,305 | 5.65 | 13,107 | 6.66 | −1.01 |
| Kenworth | 11,981 | 5.50 | 13,624 | 6.92 | −1.42 |
| Chevrolet | 11,494 | 5.28 | 10,401 | 5.29 | −0.01 |
| White | 9,197 | 4.22 | 6,871 | 3.49 | +0.73 |
| Volvo | 2,580 | 1.19 | 1,953 | 0.99 | +0.20 |
| Mercedes-Benz | 2,073 | 0.95 | 928 | 0.47 | +0.48 |
| Autocar | 1,803 | 0.83 | 1,260 | 0.64 | +0.19 |
| Western Star | 1,216 | 0.56 | 713 | 0.36 | +0.20 |
| Miscellaneous | 2,450 | 1.13 | 1,453 | 0.74 | +0.39 |
| TOTALS | 217,717 | 100.00 | 196,816 | 100.00 | — |

★ Group 7 and 8 trucks only.
Compiled from R.L. Polk & Co. data. Re-use or re-publication without permission [illegible] Polk is prohibited.

## REGISTRATION RECORDS

**Best years for new trucks**

| Year | Registrations | Year | Registrations |
|---|---|---|---|
| 1985 | 4,675,192 | 1969 | 1,888,812 |
| 1984 | 4,048,998 | 1970 | 1,790,177 |
| 1978 | 3,963,340 | 1968 | 1,775,601 |
| 1977 | 3,509,328 | 1966 | 1,610,450 |
| 1979 | 3,472,209 | 1965 | 1,518,426 |
| 1976 | 3,058,009 | 1967 | 1,510,289 |
| 1973 | 3,029,074 | 1964 | 1,361,772 |
| 1983 | 2,976,556 | 1963 | 1,244,224 |
| 1974 | 2,656,918 | 1950 | 1,142,307 |
| 1972 | 2,513,952 | 1962 | 1,068,725 |
| 1980 | 2,476,777 | 1948 | 1,035,174 |
| 1982 | 2,430,471 | 1951 | 1,003,850 |
| 1975 | 2,397,417 | 1949 | 961,961 |
| 1981 | 2,185,489 | 1955 | 957,001 |
| 1971 | 1,993,186 | 1960 | 943,485 |

SOURCE: R.L. Polk & Co.

## U.S. NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

**1985 vs. 1984•**

| Make | Year | Group 1 6,000 lbs. and less | Group 2 6,001-10,000 | Group 3 10,001-14,000 | Group 4 14,001-16,000 | Group 5 16,001-19,500 | Group 6 19,501-26,000 | Group 7 26,001-33,000 | Group 8 33,001 and over | Make Totals |
|---|---|---|---|---|---|---|---|---|---|---|
| AUTOCAR | '85 | — | — | — | — | — | — | — | 1,803 | 1,803 |
| | '84 | — | — | — | — | — | — | — | 1,260 | 1,260 |
| CHEVROLET | '85 | 701,787 | 507,225 | 28,926 | — | 277 | 7,255 | 10,820 | 674 | 1,256,964 |
| | '84 | 552,817 | 486,364 | 33,372 | — | 257 | 6,965 | 9,724 | 679 | 1,090,178 |
| (Memo Units)# | '85 | 528,843 | 189,860 | — | — | — | — | — | — | 718,703 |
| | '84 | 379,275 | 193,041 | — | — | — | — | — | — | 572,316 |
| DODGE | '85 | 336,524 | 159,800 | — | — | — | — | — | — | 496,324 |
| | '84 | 286,172 | 137,901 | — | — | — | — | — | — | 424,073 |
| (Memo Units)# | '85 | 251,406 | 85,638 | — | — | — | — | — | — | 337,044 |
| | '84 | 208,753 | 84,512 | — | — | — | — | — | — | 293,265 |
| FORD | '85 | 698,813 | 490,240 | — | — | — | 11,826 | 30,599 | 14,327 | 1,245,805 |
| | '84 | 325,055 | 787,606 | — | — | — | 12,300 | 25,553 | 12,320 | 1,162,834 |
| (Memo Units)# | '85 | 476,221 | 155,391 | — | — | — | — | — | — | 631,611 |
| | '84 | 321,162 | 253,341 | — | — | — | — | — | — | 574,503 |
| FREIGHTLINER | '85 | — | — | — | — | — | — | — | 18,708 | 18,708 |
| | '84 | — | — | — | — | — | — | — | 16,409 | 16,409 |
| GMC | '85 | 166,102 | 139,277 | 3,746 | — | 5,378 | 6,965 | 15,102 | 11,007 | 347,577 |
| | '84 | 131,609 | 134,711 | 2,546 | — | 4,108 | 6,617 | 13,071 | 12,544 | 305,206 |
| (Memo Units)# | '85 | 118,556 | 46,195 | — | — | — | — | — | — | 164,751 |
| | '84 | 81,767 | 49,227 | — | — | — | — | — | — | 130,994 |
| NAVISTAR | '85 | — | — | — | — | — | 26,386 | 17,012 | 30,065 | 73,463 |
| | '84 | — | — | — | — | — | 22,304 | 15,100 | 29,309 | 66,713 |
| JEEP | '85 | 162,522 | 19,688 | — | — | — | — | — | — | 182,210 |
| | '84 | 126,391 | 21,901 | — | — | — | — | — | — | 148,292 |
| (Memo Units)# | '85 | 153,968 | 17,784 | — | — | — | — | — | — | 171,752 |
| | '84 | 126,391 | 18,598 | — | — | — | — | — | — | 144,989 |
| KENWORTH | '85 | — | — | — | — | — | — | — | 11,981 | 11,981 |
| | '84 | — | — | — | — | — | — | — | 13,625 | 13,625 |
| MACK | '85 | — | — | — | — | — | 3,716 | 1,047 | 24,751 | 29,514 |
| | '84 | — | — | — | — | — | 3,415 | 719 | 21,483 | 25,617 |
| MERCEDES-BENZ | '85 | — | — | — | — | — | 2,529 | 2,073 | — | 4,602 |
| | '84 | — | — | — | — | — | 1,552 | 928 | — | 2,480 |
| PETERBILT | '85 | — | — | — | — | — | — | — | 12,305 | 12,305 |
| | '84 | — | — | — | — | — | — | — | 13,107 | 13,107 |
| PLYMOUTH | '85 | 104,627 | — | — | — | — | — | — | — | 104,627 |
| | '84 | 79,883 | 125 | — | — | — | — | — | — | 80,008 |
| VOLVO | '85 | — | — | — | — | — | — | 1,560 | 1,020 | 2,580 |
| | '84 | — | — | — | — | — | — | 1,350 | 603 | 1,953 |
| WESTERN STAR | '85 | — | — | — | — | — | — | — | 1,216 | 1,216 |
| | '84 | — | — | — | — | — | — | — | 713 | 713 |
| WHITE | '85 | — | — | — | — | — | — | — | 9,197 | 9,197 |
| | '84 | — | — | — | — | — | — | — | 6,871 | 6,871 |
| MISCELLANEOUS• DOMESTICS | '85 | 3,854 | — | — | — | — | — | 85 | 1,995 | 5,934 |
| | '84 | 3,439 | — | — | — | — | — | 1 | 1,221 | 4,661 |
| OTHER IMPORTS | '85 | 853,567 | 10,630 | 4,260 | 896 | 482 | 197 | 370 | — | 870,382 |
| | '84 | 674,423 | 9,078 | 405 | 712 | 57 | 92 | 231 | — | 684,998 |
| TOTALS | '85 | 3,027,796 | 1,326,860 | 36,932 | 896 | 6,117 | 58,874 | 78,668 | 139,049 | 4,675,192 |
| | '84 | 2,179,789 | 1,577,686 | 36,323 | 712 | 4,422 | 53,245 | 66,677 | 130,144 | 4,048,998 |

• New York and Oklahoma registrations for 1984 compiled from manufacturers' sales records.
# Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy Van, El Camino and Blazer; Dodge: Rampage, Charger, Van, Ram 50, WGN & Caravan; Ford: Van, Bronco, Ranger & Aerostar; GMC: Van, Jimmy, S15, Caballero & Safari.
• Domestic misc. includes FWD, Hendrickson, Oshkosh, etc.

—Compiled from R.L. Polk & Co. data

## U.S. TRUCK REGISTRATIONS SINCE 1956

| Year | BROCKWAY | CHEVROLET | CHRYSLER CORP | DAIMLER-BENZ | DIAMOND REO | DODGE① | FORD | FREIGHTLINER② |
|---|---|---|---|---|---|---|---|---|
| 1956 | 884 | 302,145 | — | — | 4,037 | 57,651 | 263,753 | — |
| 1957 | 738 | 290,960 | — | — | 3,472 | 49,431 | 277,301 | — |
| 1958 | 959 | 247,470 | — | — | 2,929 | 37,037 | 206,787 | — |
| 1959 | 1,196 | 306,237 | — | — | 3,008 | 52,278 | 292,931 | — |
| 1960 | 1,103 | 316,962 | — | — | 2,421 | 43,606 | 280,501 | — |
| 1961 | 979 | 306,175 | — | — | 1,795 | 40,147 | 284,214 | — |
| 1962 | 1,074 | 366,506 | — | — | 1,820 | 55,593 | 332,328 | — |
| 1963 | 1,206 | 425,406 | — | — | 2,072 | 75,025 | 382,099 | — |
| 1964 | 1,100 | 483,853 | — | — | 1,992 | 98,030 | 404,999 | — |
| 1965 | 1,047 | 567,473 | — | — | 2,486 | 116,639 | 477,068 | — |
| 1966 | 1,288 | 585,561 | — | — | 2,874 | 120,082 | 522,307 | — |
| 1967 | 1,248 | 551,923 | — | — | 3,913 | 101,458 | 494,921 | — |
| 1968 | 1,298 | 626,858 | — | — | 3,539 | 138,205 | 624,894 | — |
| 1969 | 1,507 | 670,890 | — | — | 4,151 | 130,446 | 679,237 | — |
| 1970 | 1,655 | 557,997 | — | — | 3,964 | 137,509 | 666,613 | 5,867 |
| 1971 | 1,685 | 647,258 | — | — | 4,107 | 159,778 | 700,635 | 6,495 |
| 1972 | 2,061 | 802,755 | — | — | 4,332 | 269,333 | 858,630 | 9,244 |
| 1973 | 2,267 | 991,099 | — | — | 4,757 | 325,051 | 995,156 | 12,483 |
| 1974 | 2,508 | 860,358 | — | — | 4,032 | 292,213 | 865,000 | 11,713 |
| 1975 | 1,451 | 815,595 | — | — | 1,589 | 282,271 | 747,807 | 6,237 |
| 1976 | 1,264 | 1,052,438 | — | — | 387 | 399,644 | 950,933 | 7,075 |
| 1977 | 802 | 1,133,201 | — | — | 5 | 460,623 | 1,139,224 | 9,928 |
| 1978 | 37 | 1,275,787 | — | — | — | 464,470 | 1,314,251 | 11,725 |
| 1979 | 2 | 1,085,855 | — | — | — | 371,970 | 1,123,605 | 14,308 |
| 1980 | — | 737,788 | — | — | 95 | 256,829 | 784,132 | 11,473 |
| 1981 | — | 650,460 | — | — | — | 166,363 | 697,213 | 9,095 |
| 1982 | — | 758,107 | — | — | — | 218,078 | 733,120 | 7,292 |
| 1983 | — | 904,672 | 263,687 | 13,999 | — | 253,500 | 942,568 | 11,111 |
| 1984 | — | 1,090,178 | 504,061 | 18,889 | — | — | 1,162,834 | — |
| 1985 | — | 1,256,964 | 600,951 | 23,310 | — | — | 1,245,805 | — |

| Year | GMC | NAVISTAR | JEEP | KENWORTH③ | MACK | PACCAR CORP | PETERBILT | VOLVO-WHITE | WHITE④ | TOTAL |
|---|---|---|---|---|---|---|---|---|---|---|
| 1956 | 82,266 | 108,014 | 23,488 | 1,239 | 13,190 | — | 609 | — | 15,137 | 894,366 |
| 1957 | 62,165 | 96,956 | 22,005 | 980 | 13,312 | — | 486 | — | 12,491 | 858,085 |
| 1958 | 55,950 | 89,745 | 22,523 | 813 | 11,865 | — | 393 | — | 12,142 | 726,704 |
| 1959 | 69,509 | 109,053 | 30,864 | 715 | 13,473 | — | 595 | — | 15,497 | 942,133 |
| 1960 | 82,546 | 110,349 | 31,385 | 1,400 | 10,876 | — | 810 | — | 14,179 | 943,485 |
| 1961 | 69,596 | 116,538 | 32,644 | 1,135 | 8,618 | — | 714 | — | 13,199 | 918,608 |
| 1962 | 80,590 | 130,959 | 30,426 | 1,316 | 10,353 | — | 1,158 | — | 15,151 | 1,068,725 |
| 1963 | 87,814 | 145,105 | 44,339 | 1,397 | 12,099 | — | 1,482 | — | 16,438 | 1,244,224 |
| 1964 | 99,148 | 148,008 | 44,385 | 2,347 | 12,064 | — | 1,812 | — | 16,609 | 1,361,772 |
| 1965 | 118,273 | 148,195 | 42,415 | 2,876 | 13,127 | — | 2,023 | — | 18,954 | 1,528,859 |
| 1966 | 115,122 | 155,566 | 42,860 | 3,472 | 15,014 | — | 2,374 | — | 20,683 | 1,610,450 |
| 1967 | 113,982 | 150,946 | 39,757 | 2,912 | 13,434 | — | 2,230 | — | 17,458 | 1,518,426 |
| 1968 | 133,308 | 140,948 | 38,486 | 4,008 | 14,932 | — | 3,023 | — | 19,905 | 1,775,601 |
| 1969 | 139,449 | 137,888 | 36,017 | 5,592 | 15,655 | — | 3,630 | — | 21,321 | 1,888,812 |
| 1970 | 125,657 | 143,195 | 33,984 | 5,320 | 17,740 | — | 3,457 | — | 12,139 | 1,790,177 |
| 1971 | 144,112 | 158,194 | 36,354 | 6,739 | 15,582 | — | 4,296 | — | 10,622 | 1,993,186 |
| 1972 | 174,794 | 189,210 | 50,926 | 9,232 | 20,005 | — | 5,698 | — | 11,312 | 2,513,952 |
| 1973 | 213,797 | 199,875 | 68,227 | 11,601 | 24,075 | — | 6,869 | — | 13,906 | 3,029,074 |
| 1974 | 183,755 | 161,375 | 96,635 | 10,489 | 22,710 | — | 8,428 | — | 13,582 | 2,656,918 |
| 1975 | 170,186 | 111,352 | 85,111 | 5,633 | 13,718 | — | 4,801 | — | 7,137 | 2,397,417 |
| 1976 | 255,360 | 100,657 | 107,487 | 8,024 | 14,696 | — | 5,839 | — | 7,348 | 3,058,009 |
| 1977 | 280,776 | 108,753 | 124,843 | 12,330 | 22,994 | — | 9,453 | — | 10,844 | 3,509,328 |
| 1978 | 329,185 | 116,574 | 163,548 | 14,345 | 27,390 | — | 9,454 | — | 13,292 | 3,963,340 |
| 1979 | 283,329 | 116,739 | 145,583 | 14,893 | 29,265 | — | 8,693 | — | 12,512 | 3,472,209 |
| 1980 | 181,252 | 74,484 | 81,923 | 11,163 | 21,743 | — | 7,008 | — | 7,664 | 2,476,777 |
| 1981 | 160,703 | 61,792 | 58,257 | 10,379 | 19,698 | — | 6,654 | — | 2,857 | 2,185,489 |
| 1982 | 212,906 | 45,902 | 62,097 | 7,344 | 15,590 | — | 5,781 | — | 2,669 | 2,430,471 |
| 1983 | 247,970 | 50,526 | 76,453 | 7,972 | 15,038 | 15,998 | 8,026 | 6,197 | 3,242 | 2,976,556 |
| 1984 | 305,206 | 66,713 | 148,292 | — | 25,617 | 26,732 | — | 10,084 | — | 4,048,998 |
| 1985 | 347,577 | 73,463 | 182,210 | — | 29,514 | 24,286 | — | 13,580 | — | 4,675,192 |

①Dodge included in Chrysler Corp. totals beginning in 1983. ②Freightliner included in White totals until 1970, included in Daimler-Benz beginning in 1983. ③Kenworth, Peterbilt included in Paccar totals beginning in 1983.
④White totals include Autocar and Western Star; White included in Volvo-White beginning in 1983.

SOURCE: R. L. Polk & Co.

# PRODUCTS / SPECIFICATIONS

## 1986-model U.S. passenger-car specs

| Make and Model | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net HP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| **AMERICAN MOTORS**—Eagle Sedan 4 | 109.3 | 180.9 | 72.3 | 54.4 | 3280 | 38.1 | 40.8 | 59.6 | 57.6 | L6 | 3.75 x 3.90 | 4.2/258 | 2V | 9.2 | 112 @ 3000 | 210 @ 2000 | 22.0 | 6.5 | 4.0 | 2.73 | 4 | 15 | 37.2 |
| Eagle Wagon 6 | 109.3 | 180.9 | 72.3 | 54.6 | 3433 | 38.1 | 40.8 | 59.6 | 57.6 | L6 | 3.75 x 3.90 | 4.2/258 | 2V | 9.2 | 112 @ 3000 | 210 @ 2000 | 22.0 | 14.0 | 5.0 | 2.73 | 4 | 15 | 37.2 |
| **BUICK**—Skyhawk Coupe (Turbo OHC) | 101.2 | 175.3 | 62.0 | 54.0 | 2400 | 37.7 | 42.1 | 55.4 | 55.2 | L4 | 3.34 x 3.13 | 1.8/110 | F.I. | 8.0 | 150 @ 5600 | 150 @ 2800 | 13.6 | 8.0 | 4.0 | 3.65 | F | 13 | 34.7 |
| Skyhawk Sedan | 101.2 | 175.3 | 62.0 | 54.0 | 2436 | 38.5 | 42.2 | 55.4 | 55.2 | L4 | 35 x 3.15 | 2.0/121 | F.I. | 9.0 | 88 @ 4800 | 110 @ 2400 | 13.6 | 9.6 | 5.0 | 4.10 | F | 13 | 34.7 |
| Skyhawk Wagon | 101.2 | 175.3 | 62.0 | 54.0 | 2507 | 38.5 | 42.2 | 55.4 | 55.2 | L4 | 3.34 x 3.13 | 1.8/110 | F.I. | 8.8 | 84 @ 5200 | 98 @ 2800 | 13.6 | 7.9 | 5.0 | 3.45 | F | 13 | 34.7 |
| Somerset Regal | 103.4 | 180.0 | 67.7 | 52.1 | 2471 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 134 @ 2600 | 13.6 | 4.62 | 5.0 | 2.84 | F | 13 | 35.4 |
| Skylark Sedan | 103.4 | 180.1 | 66.6 | 52.1 | 2568 | 37.7 | 42.9 | 55.6 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 134 @ 2800 | 13.6 | 4.62 | 5.0 | 2.84 | F | 13 | 35.4 |
| Regal Coupe | 108.1 | 200.6 | 71.6 | 54.5 | 3172 | 37.8 | 42.8 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3800 | 190 @ 1600 | 18.1 | 13.0 | 5.0 | 2.41 | R | 14 | 38.6 |
| Century Coupe | 104.9 | 189.1 | 67.7 | 53.6 | 2690 | 38.6 | 42.1 | 58.7 | 56.8 | L-4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 134 @ 2800 | 15.7 | 8.9 | 4.0 | 2.39 | F | 14 | 38.5 |
| Century Wagon | 104.9 | 191.0 | 69.4 | 54.2 | 2940 | 38.6 | 42.1 | 59.7 | 56.8 | V-6 | 3.5 x 2.99 | 2.8/173 | 2V | 8.5 | 112 @ 4800 | 145 @ 2100 | 16.6 | 13.2 | NA | 2.84 | F | 14 | 38.5 |
| LeSabre Coupe | 110.8 | 196.2 | 72.1 | 54.7 | 3130 | 38.1 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 2.66 | 3.0/181 | F.I. | 9.0 | 125 @ 4900 | 150 @ 2400 | 18.0 | 12.1 | 12.5 | 5.0 | F | 14 | 39.7 |
| LeSabre Sedan | 110.8 | 196.2 | 72.1 | 55.5 | 3170 | 38.9 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4400 | 200 @ 2000 | 18.0 | 12.5 | 5.0 | 2.84 | F | 14 | 39.7 |
| Electra Sedan FWD | 110.8 | 197.4 | 72.1 | 54.2 | 3243 | 39.3 | 42.4 | 60.3 | 59.7 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 140 @ 4400 | 200 @ 2000 | 8.0 | 12.4 | 5.0 | 2.84 | F | 14 | 39.4 |
| Estate Wagon | 115.9 | 220.5 | 79.3 | 59.3 | 4160 | 39.6 | 42.2 | 62.2 | 64.0 | V-8 | 3.8 x 3.39 | 5.0/307 | 4V | 8.0 | 140 @ 3200 | 255 @ 2000 | 22.0 | 15.6 | 8.0 | 2.56 | R | 15 | 40.5 |
| Riviera | 108.0 | 187.2 | 71.7 | 53.5 | 3309 | 37.8 | 42.7 | 59.9 | 59.9 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 140 @ 4400 | 200 @ 2000 | 18.0 | 11.3 | 5.0 | 2.84 | F | 14 | 35.8 |
| OPTIONAL ENGINES: Skylark, Century, Somerset | | | | | | | | | | V-6 | 3.8 x 2.66 | 3.0/181 | F.I. | 9.0 | 125 @ 4900 | 150 @ 2400 | | | | | | | |
| Century, LeSabre | | | | | | | | | | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4400 | 200 @ 2000 | | | | | | | |
| Regal (turbo) | | | | | | | | | | V-6 | 3.8 x 3.4 | 3.8/231 | 4V | 8.0 | 235 @ 4400 | 330 @ 2800 | | | | | | | |
| **CADILLAC**—Cimarron | 101.2 | 173.1 | 65.0 | 52.0 | 2583 | 38.2 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 85 @ 4800 | 110 @ 2400 | 13.6 | 8.3 | 5.0 | 3.83 | F | 13 | 38.2 |
| Seville | 108.0 | 188.2 | 70.9 | 53.7 | 3428 | 37.9 | 42.7 | 59.9 | 59.9 | V8 | 3.5 x 3.15 | 4.1/249 | F.I. | 9.0 | 130 @ 4200 | 200 @ 2200 | 18.0 | 12.6 | 5.0 | 2.97 | F | 14 | 42.2 |
| Eldorado | 108.0 | 188.2 | 71.3 | 58.7 | 3365 | 37.8 | 42.7 | 59.9 | 59.9 | V-8 | 3.47 x 3.31 | 4.1/249 | F.I. | 9.0 | 130 @ 4200 | 200 @ 2200 | 18.0 | 12.6 | 5.0 | 2.97 | F | 14 | 42.2 |
| Coupe DeVille/Fleetwood | 110.8 | 195.0 | 71.7 | 55.0 | 3324 | 39.3 | 42.4 | 60.3 | 59.8 | V-8 | 3.47 x 3.31 | 4.1/249 | F.I. | 9.0 | 130 @ 4200 | 200 @ 2200 | 18.0 | 12.4 | 5.0 | 2.97 | F | 14 | 39.4 |
| Fleetwood Sedan ('85 rwd) | 121.5 | 221.0 | 75.3 | 56.7 | 4029 | 39.0 | 42.0 | 61.7 | 60.7 | V-8 | 3.47 x 3.31 | 4.1/249 | F.I. | 8.5 | 135 @ 4400 | 200 @ 2200 | 24.5 | 10.8 | 5.0 | 3.42 | R | 15 | 44.1 |
| Limousine | 134.4 | 218.6 | 71.7 | 55.0 | 3583 | 38.9 | 40.9 | 60.3 | 59.8 | V-8 | 3.47 x 3.31 | 4.1/249 | F.I. | 9.0 | 130 @ 4200 | 200 @ 2200 | 18.0 | 12.4 | 5.0 | 2.97 | F | 14 | 48.6 |
| OPTIONAL ENGINES: Cimarron | | | | | | | | | | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.5 | 120 @4800 | 155 @3600 | | | | | | | |
| **CHEVROLET**—Chevette 2-dr. | 94.3 | 161.9 | 61.8 | 52.8 | 2090 | 37.8 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5200 | 80 @ 3200 | 12.5 | 9.0 | 5.0 | 3.36 | R | 13 | 30.2 |
| Chevette 4-dr. (diesel) | 97.3 | 164.9 | 61.8 | 52.8 | 2321 | 37.9 | 41.7 | 51.2 | 51.2 | L4 | 3.31 x 3.23 | 1.8/111 | F.I. | 22 | 51 @ 5000 | 72 @ 2000 | 12.5 | 9.0 | 6.0 | 3.36 | R | 13 | 30.8 |
| Cavalier 2-dr. | 101.2 | 172.4 | 66.0 | 51.9 | 2369 | 37.7 | 42.1 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.0 | 85 @ 4800 | 110 @ 2400 | 13.6 | 9.6 | 5.0 | 3.32 | F | 13 | 34.7 |
| Cavalier Hatchback | 101.2 | 172.4 | 66.0 | 51.7 | 2418 | 37.6 | 42.1 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.3 | 88 @ 4800 | 110 @ 2400 | 13.6 | 9.6 | 5.0 | 3.32 | F | 13 | 34.7 |
| Cavalier Wagon | 101.2 | 174.5 | 66.3 | 54.3 | 2461 | 38.4 | 42.2 | 55.4 | 55.2 | L4 | 35 x 3.15 | 2.0/121 | F.I. | 9.3 | 88 @ 4800 | 110 @ 2400 | 13.6 | 9.6 | 5.0 | 3.32 | F | 13 | 34.7 |
| Camaro 4 | 101.0 | 187.8 | 72.8 | 50.0 | 2892 | 37.0 | 43.0 | 60.7 | 61.6 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 88 @ 4800 | 130 @ 2800 | 15.8 | 9.3 | 4.0 | 3.73 | R | 14 | 36.9 |
| Camaro V-6 | 101.0 | 187.8 | 72.8 | 50.0 | 2958 | 37.0 | 43.0 | 60.7 | 61.6 | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.9 | 135 @ 5100 | 160 @ 3900 | 16.2 | 12.9 | 5.0 | 3.42 | R | 14 | 36.9 |
| Monte Carlo V-6 | 108.0 | 200.4 | 71.8 | 54.4 | 3177 | 37.6 | 42.8 | 58.5 | 57.8 | V-6 | 4.0 x 3.43 | 4.3/262 | F.I. | 9.3 | 140 @ 4000 | 225 @ 2000 | 18.1 | 15.1 | 5.0 | 2.41 | R | 14 | 37.1 |
| Celebrity 2-dr. 4 | 104.9 | 188.3 | 69.3 | 54.3 | 2668 | 38.8 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4000 | 134 @ 2800 | 15.7 | 9.8 | 4.0 | 3.65 | F | 13 | 36.9 |
| Celebrity Wagon | 104.9 | 188.3 | 69.3 | 54.3 | 3116 | 38.6 | 42.1 | 58.7 | 57.0 | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.0 | 112 @ 4800 | 145 @ 2100 | 16.6 | 13.0 | 6.0 | 2.84 | F | 14 | 37.0 |
| Chevrolet 4-dr. V-6 | 116.0 | 212.2 | 75.4 | 56.4 | 3486 | 39.5 | 42.2 | 61.7 | 60.7 | V-6 | 4.0 x 3.43 | 4.3/262 | F.I. | 9.3 | 140 @ 4000 | 225 @ 2000 | 25.0 | 14.2 | 5.0 | 2.56 | R | 15 | 38.7 |
| Chevrolet Wagon V-8 | 116.0 | 215.1 | 79.3 | 58.1 | 4069 | 39.6 | 42.2 | 62.2 | 64.1 | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 165 @ 4200 | 245 @ 2400 | 22.0 | 15.5 | 6.0 | 2.56 | R | 15 | 39.7 |
| Corvette | 96.2 | 176.5 | 71.0 | 46.6 | 3192 | 36.4 | 42.6 | 59.6 | 60.4 | V-8 | 4 x 3.48 | 5.7/350 | F.I. | 9.5 | 230 @ 4000 | 330 @ 3200 | 20.0 | 14.7 | 5.0 | 3.07 | R | 16 | 40.1 |
| OPTIONAL ENGINES: Celebrity | | | | | | | | | | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.5 | 125 @ 4800 | 160 @ 3600 | | | | | | | |
| Cavalier | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 120 @ 4800 | 155 @ 3600 | | | | | | | |
| Monte Carlo | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 150 @ 4000 | 240 @ 2000 | | | | | | | |
| Monte Carlo (SS) | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 180 @ 4800 | 225 @ 3200 | | | | | | | |
| Camaro | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 155 @ 4200 | 245 @ 2000 | | | | | | | |
| Camaro Z-28 | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 190 @ 4800 | 240 @ 3200 | | | | | | | |
| Camaro Z-28 (base) | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.5 | 165 @ 4400 | 250 @ 2000 | | | | | | | |
| Camaro IROC-Z | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.5 | 190 @ 4800 | 240 @ 3200 | | | | | | | |
| Camaro IROC-Z | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.5 | 190 @ 4000 | 285 @ 2800 | | | | | | | |
| **CHRYSLER**—Laser | 97.0 | 175.0 | 69.3 | 50.3 | 2550 | 37.1 | 42.4 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 2.57 | F | 14 | 33.5 |
| LeBaron 4-dr. | 100.3 | 179.8 | 68.5 | 53.0 | 2560 | 38.6 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 3.02 | F | 14 | 34.8 |
| LeBaron Wagon 4 | 100.1 | 179.6 | 68.5 | 52.7 | 2730 | 38.5 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | 14.0 | 8.7 | 5.5 | 3.02 | F | 14 | 34.8 |
| LeBaron GTS | 103.1 | 180.4 | 68.3 | 53.0 | 2535 | 38.3 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | 14.0 | 9.0 | 5.0 | 2.57 | F | 14 | 36.2 |
| New Yorker | 103.3 | 187.2 | 68.3 | 52.9 | 2595 | 38.7 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.0 | 99 @ 5600 | 121 @ 3200 | 14.0 | 8.7 | 5.0 | 3.02 | F | 14 | 35.6 |
| Fifth Avenue | 112.7 | 206.7 | 74.2 | 55.3 | 3747 | 39.3 | 42.5 | 60.0 | 59.5 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 9.0 | 140 @ 3600 | 265 @ 1600 | 18.0 | 15.0 | 5.0 | 2.26 | R | 15 | 40.7 |
| OPTIONAL ENGINES: LeBaron, Laser, LeBaron GTS turbos | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5200 | 170 @ 3600 | | | | | | | |
| New Yorker, Laser, LeBaron, LeBaron GTS | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | | | | | | | |
| **DODGE**—Charger 1.6-liter | 96.6 | 174.8 | 66.7 | 50.8 | 2224 | 37.2 | 42.5 | 56.1 | 55.9 | L4 | 3.17 x 3.07 | 1.6/97.1 | 2V | 9.5 | 64 @ 4800 | 87 @ 2800 | 13.0 | 7.0 | 4.5 | 2.[illegible] | F | 13 | 37.3 |

# PRODUCTS/SPECIFICATIONS

## 1986-model U.S. passenger-car specs

| | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Make and Model | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net hp at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| Charger 2.2 | 96.6 | 174.8 | 66.7 | 50.8 | 2271 | 37.2 | 42.5 | 56.1 | 55.9 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 96 @ 5200 | 119 @ 3200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 14 | 37.3 |
| Shelby Charger Turbo | 96.6 | 174.7 | 66.7 | 50.2 | 2410 | 37.2 | 42.5 | 56.1 | 55.9 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5200 | 168 @ 3600 | 13.0 | 8.7 | 5.0 | 2.57 | F | 14 | 37.3 |
| Omni 4-dr. 2.2-liter | 99.1 | 164.8 | 65.8 | 53.1 | 2211 | 38.1 | 42.1 | 56.1 | 55.6 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 96 @ 5200 | 119 @ 3200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 13 | 38.1 |
| Omni 4-dr. GLH | 99.1 | 164.8 | 65.8 | 53.1 | 2211 | 38.1 | 42.1 | 56.1 | 55.9 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.6 | 110 @ 5600 | 129 @ 3600 | 13.0 | 8.7 | 5.0 | 2.78 | F | 15 | 38.1 |
| Omni GLH Turbo | 99.1 | 164.8 | 65.8 | 53.1 | 2400 | 38.1 | 42.1 | 56.1 | 55.9 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5200 | 168 @ 3600 | 13.0 | 8.7 | 5.0 | 2.57 | F | 15 | 38.1 |
| Omni GLH-S | 99.1 | 164.8 | 65.8 | 53.1 | 2350 | 38.1 | 42.1 | 56.1 | 55.9 | L4 | 3.44x3.62 | 2.2/135 | F.I. | 8.5 | 175@ 5300 | 175@4800 | 13.0 | 8.7 | 5.0 | 2.57 | F | 15 | 38.1 |
| Aries 4-dr. 2.2 liter | 100.3 | 176.1 | 68.6 | 52.7 | 2382 | 38.6 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 2.20 | F | 13 | 34.8 |
| Aries Wagon 2.5-liter | 100.3 | 176.2 | 68.6 | 52.4 | 2540 | 38.5 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | 14.0 | 8.7 | 5.5 | 3.02 | F | 13 | 34.8 |
| Daytona | 97.0 | 175.0 | 69.3 | 50.3 | 2567 | 37.1 | 42.4 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 2.57 | F | 14 | 33.5 |
| Lancer | 103.1 | 180.4 | 68.3 | 53.0 | 2535 | 38.3 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 9.0 | 5.0 | 2.57 | F | 14 | 36.2 |
| 600 2-dr. | 100.3 | 181.3 | 68.5 | 52.6 | 2506 | 38.2 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 2.57 | F | 14 | 34.8 |
| 600 4-dr. | 103.3 | 187.4 | 68.3 | 52.9 | 2553 | 38.7 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7. | 5.0 | 2.20 | F | 14 | 35.6 |
| Diplomat Sedan 6 | 112.7 | 205.7 | 74.2 | 55.3 | 3556 | 39.3 | 42.5 | 60.0 | 59.5 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 8.7 | 130 @ 4000 | 235 @1600 | 18.0 | 15.0 | 5.0 | 2.26 | R | 15 | 40.7 |
| OPTIONAL ENGINES: 600, Daytona, Lancer Turbo | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5200 | 170 @ 3600 | | | | | | | |
| Aries, Daytona, 600, Lancer | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | | | | | | | |
| **FORD**—Escort 2-dr. | 94.2 | 166.9 | 65.9 | 53.3 | 2153 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.6/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 2.85 | F | 13 | 35.7 |
| Escort 4-dr. | 94.2 | 166.9 | 65.9 | 53.5 | 2201 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 2.85 | F | 13 | 35.7 |
| Escort Wagon | 94.2 | 168.0 | 65.9 | 53.5 | 2233 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 3.52 | F | 13 | 35.7 |
| EXP Hatchback | 94.2 | 168.4 | 63.0 | 50.9 | 2311 | 36.6 | 41.7 | 54.7 | 56.0 | L4 | 3.23x3.46 | 1.9 | 2V | 9.0 | 86 @4800 | 136 @3000 | 13 | 6.2 | 3.3 | 3.73 | F | 14 | 35.7 |
| Mustang Sedan Hatchback | 100.5 | 179.3 | 69.1 | 52.1 | 2733 | 37.0 | 41.7 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | 1V | 9.5 | 88 @ 4200 | 122 @ 2600 | 15.4 | 8.6 | 5.0 | 3.08 | R | 14 | 37.4 |
| Mustang Convertible | 100.5 | 179.3 | 69.1 | 51.9 | 3044 | 37.6 | 41.7 | 56.6 | 57.0 | V-6 | 3.8 x 3.4 | 3.8/232 | 2V | 8.7 | 120 @ 3600 | 205 @ 1600 | 15.4 | 10.7 | 5.0 | 2.73 | R | 14 | 37.4 |
| Mustang SVO | 100.5 | 180.8 | 69.1 | 52.1 | 3140 | 36.7 | 40.8 | 57.8 | 58.3 | L4 | 3.78 x 3.12 | 2.3/140 | F.I. | 8.0 | 200 @ 5000 | 240 @ 3200 | 15.4 | 8.9 | 5.0 | 3.73 | R | 16 | 40.8 |
| Tempo 2-dr. | 99.9 | 176.2 | 68.3 | 52.7 | 2339 | 3.75 | 41.5 | 54.7 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 4000 | 124 @ 2800 | 15.4 | 8.1 | 4.0 | 3.33 | F | 14 | 38.7 |
| Tempo 4-dr. | 99.9 | 176.2 | 68.3 | 52.7 | 2398 | 3.75 | 41.5 | 54.7 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 4000 | 124 @ 2800 | 15.4 | 8.1 | 4.0 | 3.33 | F | 14 | 38.7 |
| Thunderbird | 104.0 | 197.6 | 71.1 | 53.2 | 3089 | 37.7 | 42.0 | 58.1 | 58.5 | V-6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3600 | 205 @ 1600 | 22.2 | 12.2 | 5.0 | 2.73 | R | 14 | 39.4 |
| LTD Sedan | 105.6 | 196.5 | 71.0 | 53.8 | 3001 | 38.7 | 41.9 | 56.6 | 57.0 | V6 | 3.8 x 3.40 | 3.8/232 | F.I. | 8.7 | 120 @ 3600 | 205 @ 1600 | 15.4 | 10.7 | 5.0 | 2.73 | R | 14 | 39.1 |
| LTD Wagon | 105.6 | 196.5 | 71.0 | 54.4 | 3108 | 39.1 | 41.9 | 56.6 | 57.0 | V-6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3600 | 205 @ 1600 | 15.4 | 10.7 | 5.0 | 2.73 | R | 14 | 39.1 |
| LTD Crown Victoria 2-dr. | 114.3 | 211.0 | 77.5 | 55.2 | 3708 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| LTD Crown Victoria 4-dr. | 114.3 | 211.0 | 77.5 | 55.2 | 3748 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| LTD Crown Victoria Wagons | 114.3 | 215.0 | 79.3 | 56.8 | 3937 | 38.8 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| Taurus (HSC) Sedan | 106.0 | 188.4 | 70.7 | 54.4 | 2849 | 38.3 | 41.6 | 61.5 | 60.5 | L4 | 3.7 x 3.6 | 2.5/153 | F.I. | 9.7 | 88 @ 4600 | 130 @ 2800 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 39.8 |
| Taurus Wagon | 106.0 | 191.9 | 70.7 | 55.2 | 3052 | 38.3 | 41.6 | 61.5 | 60.5 | V-6 | 3.5 x 3.10 | 3.0/182 | F.I. | 9.2 | 140 @ 4800 | 160 @ 3000 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 39.8 |
| OPTIONAL ENGINES: Escort (H.O.) | | | | | | | | | | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 108 @ 5200 | 114 @ 4000 | | | | | | | |
| Escort, Tempo (diesels) | | | | | | | | | | L4 | 3.39 x 3.39 | 2.0/121 | F.I. | 22.7 | 52 @ 4000 | 82 @ 2400 | | | | | | | |
| Thunderbird Turbo | | | | | | | | | | L4 | 3.78 x 3.13 | 2.3/140 | F.I. | 8.0 | 155 @ 4600 | 190 @ 2800 | | | | | | | |
| Tempo | | | | | | | | | | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 100 @ 4600 | 125 @ 3200 | | | | | | | |
| Taurus | | | | | | | | | | V-6 | 3.5 x 3.10 | 3.0/182 | F.I. | 9.2 | 140 @ 4800 | 160 @ 3000 | | | | | | | |
| Mustang (H.O.) | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 9.2 | 200 @ 4000 | 285 @ 3000 | | | | | | | |
| Thunderbird | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | | | | | | | |
| **HONDA**—Accord Hatchback | 102.4 | 174.8 | 66.7 | 52.6 | 2416 | 38.0 | 42.8 | 58.3 | 58.1 | L4 | 3.15 x 3.58 | 2.0/119 | 2V | 9.1 | 98 @ 5500 | 109 @ 3500 | 15.8 | 5.1 | 4.2 | 3.87 | F | 13 | 34.1 |
| LXi Sedan | 102.4 | 178.5 | 66.7 | 53.3 | 2421 | 38.7 | 42.8 | 58.3 | 58.1 | L4 | 3.15 x 3.58 | 2.0/119 | F.I. | 8.8 | 110 @ 5500 | 114 @ 4500 | 15.8 | 5.1 | 4.2 | 4.07 | F | 13 | 34.1 |
| **LINCOLN**—Mark VII | 108.5 | 202.8 | 70.9 | 54.2 | 3667 | 37.8 | 42.0 | 58.4 | 59.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 22.1 | 14.1 | 5.0 | 2.73 | R | 15 | 40.1 |
| Town Car | 117.3 | 219.0 | 78.1 | 55.9 | 4038 | 39.0 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 40.0 |
| Continental | 108.5 | 200.7 | 73.6 | 55.6 | 3778 | 38.5 | 42.0 | 58.4 | 59.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 20.3 | 14.1 | 5.0 | 2.73 | R | 15 | 40.1 |
| OPTIONAL ENGINES: Mark VII (H.O.) | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 9.2 | 200 @ 4000 | 285 @ 3000 | | | | | | | |
| **MERCURY**—Lynx 2-dr. | 94.2 | 166.9 | 65.9 | 53.3 | 2158 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 2.85 | F | 13 | 35.7 |
| Lynx 4-dr. (H.O.) | 94.2 | 166.9 | 65.9 | 53.5 | 2206 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 2.85 | F | 13 | 35.7 |
| Lynx Wagon | 94.2 | 168.0 | 65.9 | 53.5 | 2238 | 38.1 | 41.5 | 54.7 | 56.0 | L4 | 3.23 x 3.46 | 1.9/113.5 | 2V | 9.0 | 86 @ 4800 | 100 @ 3000 | 13.0 | 6.5 | 3.5 | 3.52 | F | 13 | 35.7 |
| Capri 2-dr. | 100.5 | 179.3 | 69.1 | 52.1 | 2931 | 37.0 | 41.7 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | 1V | 9.5 | 88 @ 4200 | 122 @ 2600 | 15.4 | 8.6 | 5.0 | 3.08 | R | 14 | 37.4 |
| Topaz 2-dr. | 99.9 | 176.2 | 68.3 | 52.7 | 2371 | 37.5 | 41.5 | 54.7 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 4000 | 124 @ 2800 | 15.2 | 8.1 | 4.0 | 3.33 | F | 14 | 38.7 |
| Topaz 4-dr. | 99.9 | 176.2 | 68.3 | 52.7 | 2440 | 37.5 | 41.5 | 54.7 | 57.6 | L4 | 3.7 x 3.3 | 2.3/140 | F.I. | 9.0 | 86 @ 4000 | 124 @ 2800 | 15.2 | 8.1 | 4.0 | 3.33 | F | 14 | 38.7 |
| Cougar V-6 | 104.0 | 197.6 | 71.1 | 53.4 | 3085 | 37.8 | 42.0 | 58.1 | 58.5 | V6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3600 | 205 @ 1600 | 22.1 | 12.2 | 5.0 | 2.73 | R | 14 | 39.4 |
| Marquis Sedan 4 | 105.6 | 196.5 | 71.0 | 53.8 | 3008 | 38.7 | 41.9 | 56.6 | 57.0 | L4 | 3.78 x 3.12 | 2.3/140 | 1V | 9.5 | 88 @ 4200 | 122 @ 2600 | 16.0 | 8.6 | 5.0 | 3.27 | R | 14 | 39.1 |
| Marquis Wagon | 105.6 | 196.5 | 71.0 | 54.4 | 3112 | 39.1 | 41.9 | 56.6 | 57.0 | V-6 | 3.8 x 3.4 | 3.8/232 | F.I. | 8.7 | 120 @ 3600 | 205 @ 1600 | 16.0 | 12.2 | 5.0 | 2.73 | R | 14 | 39.1 |
| Grand Marquis 2-dr. | 114.3 | 214.0 | 77.5 | 55.2 | 3782 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| Grand Marquis 4-dr. | 114.3 | 214.0 | 77.5 | 55.2 | 3818 | 37.9 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| Grand Marquis Wagon | 114.3 | 218.0 | 79.3 | 56.8 | 3993 | 38.8 | 43.5 | 62.2 | 62.0 | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | 18.0 | 13.3 | 5.0 | 2.73 | R | 15 | 39.1 |
| Sable (HSC) Sedan | 106.0 | 188.4 | 70.5 | 54.4 | 2918 | 38.3 | 41.6 | 61.5 | 60.5 | L4 | 3.7 x 3.6 | 2.5/153 | F.I. | 9.7 | 88 @ 4600 | 130 @ 2800 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 39.8 |
| Sable Wagon | 106.0 | 191.9 | 70.7 | 55.2 | 3097 | 38.3 | 41.6 | 61.5 | 60.5 | V-6 | 3.5 x 3.1 | 3.0/182 | F.I. | 9.3 | 140 @ 4800 | 160 @ 3000 | 16.0 | 10.0 | 5.0 | 3.37 | F | 14 | 39.8 |
| OPTIONAL ENGINES: Lynx (H.O.) | | | | | | | | | | L4 | 3.23 x 3.46 | 1.9/113.5 | F.I. | 9.0 | 108 @ 5200 | 114 @ 4000 | | | | | | | |

# PRODUCTS/SPECIFICATIONS

## 1986-model U.S. passenger-car specs

| Make and Model | Dimensions | | | | | | | | | Engines | | | | | | | Capacities | | | Miscellaneous | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Type | Bore and Stroke (in.) | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net HP at RPM | Net Torque (lb. ft.) at RPM | Fuel Tank (U.S. gal.) | Cooling System with Heater (qt.) | Crankcase w/filter (qt.) | Axle Ratio (standard) | Drive System | Wheel Diameter (in.) | Curb-to-Curb Turning Circle (dia. in ft.) |
| Lynx, Topaz (diesels) | | | | | | | | | | L4 | 3.39 x 3.39 | 2.0/121 | F.I. | 22.7 | 52 @ 4000 | 82 @ 2400 | | | | | | | |
| Cougar Turbo | | | | | | | | | | L4 | 3.78 x 3.13 | 2.3/140 | F.I. | 8.0 | 155 @ 4600 | 190 @ 2800 | | | | | | | |
| Topaz | | | | | | | | | | L4 | 3.78 x 3.3 | 2.3/140 | F.I. | 9.0 | 100 @ 4600 | 125 @ 3200 | | | | | | | |
| Sable | | | | | | | | | | V-6 | 3.5 x 3.1 | 3.0/182 | F.I. | 9.3 | 140 @ 4800 | 160 @ 3000 | | | | | | | |
| Capri (H.O.) | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 9.2 | 200 @ 4000 | 285 @ 3000 | | | | | | | |
| Cougar | | | | | | | | | | V-8 | 4 x 3 | 5.0/302 | F.I. | 8.9 | 150 @ 3200 | 270 @ 2000 | | | | | | | |
| **NISSAN**—Sentra 2-dr. | 94.5 | 165.3 | 63.8 | 54.5 | 1855 | 38.3 | 43.1 | 54.9 | 54.1 | L4 | 2.99 x 3.46 | 1.6/97.5 | 2V | 9.4 | 69 @ 5200 | 93 @ 3200 | 13.2 | 5.0 | 3.5 | 3.79 | F | 13 | 29.5 |
| **OLDSMOBILE**—Firenza 2-dr. (OHC) | 101.2 | 174.3 | 65.0 | 51.7 | 2396 | 37.2 | 42.2 | 55.4 | 55.2 | L4 | 3.34 x 3.13 | 1.8/112 | F.I. | 9.0 | 84 @ 5200 | 98 @ 2800 | 13.6 | 8.0 | 5.0 | 3.65 | F | 14 | 34.4 |
| Firenza 4-dr. | 101.2 | 176.2 | 65.0 | 53.7 | 2428 | 38.2 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.3 | 85 @ 4800 | 110 @ 2400 | 13.6 | 9.5 | 5.0 | 3.65 | F | 14 | 34.4 |
| Firenza Wagon | 101.2 | 176.2 | 65.0 | 55.2 | 2454 | 38.2 | 42.2 | 55.4 | 55.2 | L4 | 3.5 x 3.15 | 2.0/121 | F.I. | 9.3 | 85 @ 4800 | 110 @ 2400 | 13.6 | 9.5 | 5.0 | 3.65 | F | 14 | 34.4 |
| Calais 2-dr. | 103.4 | 178.8 | 66.9 | 53.3 | 2513 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 132 @ 2800 | 13.6 | 7.81 | 4.0 | 3.35 | F | 14 | 35.4 |
| Calais 4-dr. | 103.4 | 178.8 | 66.9 | 53.3 | 2513 | 37.6 | 34.2 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 132 @ 2800 | 13.6 | 7.81 | 4.0 | 3.35 | F | 14 | 35.4 |
| Cutlass Supreme 2-dr. V-6 | 108.1 | 200.0 | 71.6 | 54.9 | 3180 | 37.9 | 42.8 | 58.5 | 57.7 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3800 | 190 @ 1600 | 18.1 | 14.9 | 5.0 | 2.41 | R | 14 | 38.2 |
| Cutlass Ciera 2-dr. 4 | 104.9 | 190.3 | 69.5 | 54.1 | 2733 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4000 | 134 @ 2800 | 15.7 | 9.9 | 4.0 | 2.39 | F | 14 | 38.1 |
| Ciera Wagon | 104.9 | 194.4 | 69.5 | 54.5 | 2935 | 38.6 | 42.1 | 58.7 | 57.0 | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.5 | 120 @ 4800 | 155 @ 3600 | 16.4 | 12.5 | 5.0 | 2.84 | F | 14 | 38.1 |
| Toronado | 107.9 | 187.9 | 70.7 | 52.9 | 3177 | 37.7 | 42.7 | 59.9 | 59.9 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 140 @ 4400 | 190 @ 2000 | 18.0 | | | 2.84 | F | 14 | 39.0 |
| Delta 88 | 110.8 | 196.0 | 72.1 | 54.6 | 3141 | 38.1 | 42.3 | 60.3 | 59.7 | V-6 | 3.8 x 2.7 | 3.0/181 | F.I. | 9.0 | 125 @ 4900 | 150 @ 2400 | 18.0 | 5.1 | 5.0 | 3.06 | F | 14 | 39.7 |
| 98 Regency Brougham (fwd) | 110.8 | 196.4 | 71.4 | 55.1 | 3268 | 39.3 | 42.4 | 60.3 | 59.8 | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 140 @ 4400 | 200 @ 2000 | 18.0 | 12.5 | 5.0 | 2.84 | F | 14 | 39.4 |
| Custom Cruiser V-8 (wagon) | 116.0 | 220.3 | 79.8 | 59.1 | 4085 | 39.6 | 42.2 | 62.1 | 64.1 | V-8 | 3.8 x 3.4 | 5.0/307 | 4V | 8.0 | 140 @ 3200 | 255 @ 2000 | 18.1 | 14.9 | 5.0 | 2.73 | R | 15 | 39.2 |
| OPTIONAL ENGINES: Firenza | | | | | | | | | | V-6 | 3.5 x 2.99 | 2.8/173 | F.I. | 8.5 | 120 @ 4800 | 155 @ 3600 | | | | | | | |
| Ciera, Delta 88 | | | | | | | | | | V-6 | 3.8 x 3.4 | 3.8/231 | F.I. | 8.5 | 150 @ 4400 | 200 @ 2000 | | | | | | | |
| Calais | | | | | | | | | | V-6 | 3.8 x 2.70 | 3.0/161 | F.I. | 9.0 | 125 @ 4900 | 150 @ 2400 | | | | | | | |
| **PLYMOUTH**—Horizon 4-dr. 1.6 | 99.1 | 164.8 | 65.8 | 53.1 | 2151 | 38.1 | 42.1 | 56.1 | 55.6 | L4 | 3.17 x 3.07 | 1.6/97.1 | 2V | 8.8 | 64 @ 4800 | 87 @ 2800 | 13.0 | 7.0 | 4.5 | 2.69 | F | 13 | 37.3 |
| Horizon 4-dr. 2.2 | 99.1 | 164.8 | 65.8 | 53.1 | 2197 | 38.1 | 42.1 | 56.1 | 55.6 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.6 | 110 @ 5600 | 129 @ 3600 | 13.0 | 8.7 | 5.0 | 2.78 | F | 13 | 38.1 |
| Turismo 2.2 | 96.6 | 174.8 | 66.7 | 50.8 | 2332 | 37.2 | 42.5 | 56.1 | 55.6 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 96 @ 5200 | 119 @ 3200 | 13.0 | 8.7 | 5.0 | 2.20 | F | 14 | 37.3 |
| Reliant 4-dr. 2.2-liter | 100.3 | 176.1 | 68.6 | 52.7 | 2361 | 38.6 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 2.20 | F | 13 | 34.8 |
| Reliant Wagon 2.5-liter | 100.3 | 176.2 | 68.6 | 52.4 | 2454 | 38.5 | 42.2 | 57.6 | 57.0 | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | 14.0 | 8.7 | 5.6 | 3.02 | F | 13 | 34.8 |
| Caravelle | 103.3 | 186.6 | 68.0 | 53.1 | 2527 | 38.7 | 42.2 | 57.6 | 57.2 | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 9.5 | 97 @ 5200 | 122 @ 3200 | 14.0 | 8.7 | 5.0 | 3.02 | F | 14 | 35.6 |
| Gran Fury | 112.7 | 205.7 | 74.2 | 55.3 | 3558 | 39.3 | 42.5 | 60.0 | 59.5 | V-8 | 3.91 x 3.31 | 5.2/318 | 2V | 8.7 | 130 @ 4000 | 235 @ 1600 | 18.0 | 16.5 | 5.0 | 2.94 | R | 15 | 40.7 |
| OPTIONAL ENGINES: Horizon, Turismo | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | 2V | 9.5 | 96 @ 5200 | 119 @ 3200 | | | | | | | |
| Caravelle (turbo) | | | | | | | | | | L4 | 3.44 x 3.62 | 2.2/135 | F.I. | 8.1 | 146 @ 5200 | 170 @ 3600 | | | | | | | |
| Caravelle, Reliant | | | | | | | | | | L4 | 3.44 x 4.09 | 2.5/153 | F.I. | 9.0 | 100 @ 4800 | 136 @ 2800 | | | | | | | |
| **PONTIAC**—T1000 4-dr. | 97.3 | 164.8 | 61.8 | 52.8 | 2138 | 37.9 | 41.7 | 51.2 | 51.2 | L4 | 3.23 x 2.98 | 1.6/98 | 2V | 9.0 | 65 @ 5200 | 80 @ 3200 | 12.5 | 9.0 | 5.0 | 3.36 | R | 13 | 30.2 |
| Fiero | 93.4 | 160.7 | 68.9 | 46.9 | 2459 | 37.0 | 43.5 | 57.8 | 58.7 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 134 @ 2800 | 10.2 | 13.7 | 4.0 | 41 | R | 13 | 38.4 |
| Sunbird Coupe (OHC) | 101.2 | 173.6 | 68.6 | 53.5 | 2347 | 37.7 | 42.1 | 55.4 | 55.2 | L4 | 3.34 x 3.13 | 1.8/110 | F.I. | 8.8 | 84 @ 5200 | 98 @ 2600 | 13.6 | 8.0 | 5.0 | 3.45 | F | 13 | 34.7 |
| Sunbird Wagon | 101.2 | 175.8 | 65.0 | 51.9 | 2480 | 38.3 | 42.1 | 55.4 | 55.2 | L4 | 3.34 x 3.13 | 1.8/110 | F.I. | 8.8 | 84 @ 5200 | 98 @ 2800 | 13.6 | 9.6 | 5.0 | 4.1 | F | 13 | 34.7 |
| Grand Am | 103.4 | 177.5 | 66.9 | 52.5 | 2492 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I | 9.0 | 92 @ 4400 | 134 @ 2800 | 13.6 | 7.9 | 4.0 | 2.48 | F | 13 | 35.1 |
| Grand Am 4-dr. | 103.4 | 177.5 | 66.5 | 52.5 | 2565 | 37.7 | 42.9 | 55.5 | 55.2 | L4 | 4 x 3 | 2.5/151 | F.I | 9.0 | 92 @ 4400 | 134 @ 2800 | 13.6 | 7.9 | 4.0 | 2.48 | F | 13 | 35.1 |
| Firebird L4 | 101.0 | 189.9 | 72.4 | 49.7 | 2859 | 37.0 | 43.0 | 60.7 | 61.6 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 88 @ 4400 | 132 @ 2800 | 15.9 | 9.3 | 4.0 | 3.42 | R | 14 | 36.9 |
| Firebird SE | 101.0 | 189.9 | 72.4 | 49.8 | 2891 | 37.0 | 43.0 | 60.7 | 61.6 | V-6 | 3.5 x 3 | 2.8/173 | F.I. | 8.5 | 140 @ 5200 | 170 @ 3600 | 16.1 | 12.9 | 5.0 | 3.23 | R | 14 | 36.9 |
| Bonneville Sedan V-6 | 108.1 | 200.2 | 71.6 | 55.8 | 3155 | 38.5 | 42.8 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3800 | 190 @ 1600 | 18.1 | 12.4 | 5.0 | 2.41 | R | 14 | 37.1 |
| Grand Prix V-6 | 108.1 | 201.9 | 72.3 | 54.7 | 3207 | 37.6 | 42.8 | 58.5 | 57.8 | V-6 | 3.8 x 3.4 | 3.8/231 | 2V | 8.0 | 110 @ 3800 | 190 @ 1600 | 18.1 | 12.4 | 5.0 | 2.41 | A | 14 | 37.1 |
| 6000 2-dr. 4 | 104.9 | 188.8 | 72.0 | 53.3 | 2707 | 38.6 | 42.1 | 58.7 | 57.0 | L4 | 4 x 3 | 2.5/151 | F.I. | 9.0 | 92 @ 4400 | 134 @ 2800 | 15.7 | 9.7 | 4.0 | 2.39 | F | 14 | 40.0 |
| 6000 4-dr. V-6 | 104.9 | 188.8 | 72.0 | 53.7 | 2791 | 38.6 | 42.1 | 58.7 | 57.0 | V-6 | 3.5 x 3 | 2.8/173 | 2V | 8.5 | 112 @ 4900 | 145 @ 2100 | 16.4 | 12.5 | 5.0 | 2.84 | F | 14 | 40.0 |
| 6000 Wagon | 104.9 | 192.9 | 72.0 | 60.0 | 3159 | 38.6 | 42.1 | 58.7 | 57.0 | V-6 | 3.5 x 3 | 2.8/173 | F.I. | 8.5 | 140 @ 5200 | 170 @ 3600 | 16.6 | 12.9 | 6.0 | 3.23 | F | 14 | 40.0 |
| Parisienne Sedan | 116.0 | 212.2 | 75.3 | 56.4 | 3484 | 39.5 | 42.2 | 61.8 | 60.8 | V-6 | 4.0 x 3.43 | 4.3/263 | F.I. | 9.3 | 130 @ 3600 | 210 @ 2000 | 25.0 | 12.4 | 5.0 | 2.73 | R | 15 | 38.7 |
| Parisienne Wagon | 116.0 | 215.1 | 79.3 | 58.1 | 4080 | 39.6 | 42.2 | 62.2 | 64.1 | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 8.6 | 165 @ 4200 | 240 @ 2400 | 22.0 | 16.4 | 6.0 | 2.73 | R | 15 | 39.7 |
| OPTIONAL ENGINES: Sunbird Turbo | | | | | | | | | | L4 | 3.34 x 3.13 | 1.8/110 | F.I | 8.0 | 150 @ 5600 | 150 @ 2800 | | | | | | | |
| 6000 STE, Fiero | | | | | | | | | | V-6 | 3.50 x 2.99 | 2.8/173 | F.I. | 8.5 | 140 @ 5200 | 170 @ 3600 | | | | | | | |
| Grand Am | | | | | | | | | | V-6 | 3.8 x 2.66 | 3.0/181 | F.I. | 8.8 | 125 @ 4900 | 150 @ 2400 | | | | | | | |
| Firebird, 6000 | | | | | | | | | | V-6 | 3.5 x 3 | 2.8/173 | 2V | 8.5 | 107 @ 4800 | 145 @ 2100 | | | | | | | |
| Firebird, Grand Prix, Parisienne | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 8.6 | 150 @ 4000 | 240 @ 2400 | | | | | | | |
| Trans Am (H.O.) | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | 4V | 9.5 | 190 @ 4800 | 240 @ 3200 | | | | | | | |
| Firebird | | | | | | | | | | V-8 | 3.74 x 3.48 | 5.0/305 | F.I. | 9.0 | 205 @ 4400 | 270 @ 3200 | | | | | | | |
| **RENAULT/AMC**—Alliance | 97.8 | 163.8 | 65.0 | 51.3 | 1957 | 37.1 | 40.8 | 55.2 | 52.8 | L4 | 2.99 x 3.03 | 1.4/85.2 | F.I. | 9.0 | 56 @ 4200 | 75 @ 2500 | 12.5 | 4.7 | 5.0 | 3.3 | F | 13 | 30.3 |
| Alliance Convertible | 97.8 | 163.8 | 65.0 | 53.0 | 2184 | 38.6 | 40.8 | 55.2 | 52.8 | L4 | 3.19 x 3.29 | 1.7/105 | F.I. | 9.5 | 77.5 @ 5000 | 96 @ 3000 | 12.5 | 4.7 | 5.0 | 3.3 | F | 13 | 30.3 |
| Encore 3-dr. | 97.8 | 160.6 | 65.0 | 51.3 | 2006 | 37.1 | 40.8 | 55.2 | 52.8 | L4 | 2.99 x 3.03 | 1.4/85.2 | F.I. | 9.0 | 56 @ 4200 | 75 @ 2500 | 12.5 | 4.7 | 5.0 | 3.3 | F | 13 | 30.3 |
| **VOLKSWAGEN**—Golf (diesel) | 97.3 | 158.0 | 65.5 | 55.7 | 2150 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.01 x 3.40 | 1.6/97 | F.I. | 23.0 | 52 @ 4800 | 71 @ 2000 | 14.5 | 7.3 | 4.7 | 3.94 | F | 13 | 34.3 |
| Golf Sedan | 97.3 | 158.0 | 65.5 | 55.7 | 2194 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.19 x 3.40 | 1.8/109 | F.I. | 9.0 | 85 @ 5250 | 96 @ 3000 | 14.5 | 7.3 | 4.7 | 3.67 | F | 13 | 34.4 |
| GTI | 97.3 | 158.0 | 65.5 | 55.7 | 2200 | N.A. | N.A. | 56.3 | 56.0 | L4 | 3.19 x 3.40 | 1.8/109 | F.I. | 10.0 | 102 @ 5250 | 110 @ 3250 | 14.5 | 7.3 | 4.7 | 3.67 | F | 14 | 34.3 |

# 1986-model domestic car body family designations

The *Automotive News* annual survey of car-body family designations reveals some additions, deletions and changes for the 1986 model year.

General Motors for '86 has 17 body-family categories, Chrysler Corp. has nine and Ford Motor Co. has seven. Added to the GM family in '86 is the H-body (front-wheel-drive Oldsmobile Delta 88 and Buick LeSabre models).

Also included in GM's family fo '86 are the M-body (Chevrolet Sprint made by Suzuki Motor Co., Japan); R-body (Chevrolet Spectrum made by Isuzu Motors Ltd., Japan); and S-body (Chevrolet Nova built by New United Motors Manufacturing Inc., Fremont, Calif.).

In another move by GM, Chevrolet has dropped the Impala name from its B-body lineup for '86. GM's only B-cars in '86 are the rear-wheel-drive Chevrolet Caprice, Pontiac Parisienne, Oldsmobile Custom Cruiser wagon and Buick Estate wagon.

Buick's Skylark sedan joins its Somerset coupe as part of GM's N-body group for '86 (Somerset Regal has been dropped). Along with Chevrolet Citation, Skylark vacates the now non-existent X-car family.

Ford has added a new body name (Taurus) for '86. The front-drive Taurus family (Ford Taurus and Mercury Sable) takes the place of the rear-drive L-body (Ford LTD and Mercury Marquis).

The only model added to Chrysler's chart for '86 is the Shelby Charger, which joins Plymouth Horizon and Turismo, and Dodge Omni and Charger, in the corporation's L-body group.

The Big Three are the only auto makers whose products have body-family designations.

## GENERAL MOTORS CORP.

| | Chevrolet | Pontiac | Oldsmobile | Buick | Cadillac |
|---|---|---|---|---|---|
| **A** | Celebrity | 6000 | Cutlass Ciera | Century | — |
| **B** | Caprice,<br>Caprice Classic | Parisienne | Custom Cruiser | Estate Wagon (LeSabre/Electra) | — |
| **C** | — | — | Ninety-Eight,<br>Regency | Electra/ Park Avenue | DeVille,<br>Fleetwood Limo<br>Funeral Coach |
| **D** | — | — | — | — | Fleetwood Brougham |
| **E** | — | — | Toronado Brougham | Riviera | Eldorado |
| **F** | Camaro | Firebird | — | — | — |
| **G** | Monte Carlo | Bonneville,<br>Grand Prix | Cutlass Supreme | Regal | — |
| **H** | — | — | Delta 88 Royale | LeSabre | — |
| **J** | Cavalier | Sunbird | Firenza | Skyhawk | Cimarron |
| **K** | — | — | — | — | Seville |
| **M** | Sprint | — | — | — | — |
| **N** | — | Grand Am | Calais | Somerset/Skylark | — |
| **P** | — | Fiero,<br>Fiero GT | — | — | — |
| **R** | Spectrum | — | — | — | — |
| **S** | Nova | — | — | — | — |
| **T** | Chevette | T1000 | — | — | — |
| **Y** | Corvette | — | — | — | — |

## CHRYSLER CORP.

| | Plymouth | Dodge | Chrysler |
|---|---|---|---|
| **CV** | — | 600 Convertible | LeBaron |
| **E** | Caravelle | 600 | New Yorker |
| **G** | — | Daytona | Laser |
| **H** | — | Lancer | LeBaron GTS |
| **K** | Reliant | Aries | — |
| **KC** | — | — | Limo |
| **L** | Horizon, Turismo | Omni, Charger, Shelby Charger | — |
| **M** | Gran Fury | Diplomat | Fifth Avenue |
| **S** | Voyager | Caravan | — |

## FORD MOTOR CO.

| | Ford | Mercury | Lincoln |
|---|---|---|---|
| **Erika** | Escort, EXP | Lynx | — |
| **Topaz** | Tempo | Topaz | — |
| **Fox** | Mustang | Capri | — |
| **L** | LTD | Marquis | — |
| **LS*** | — | — | Continental, Mark VII |
| **S** | Thunderbird | Cougar | — |
| **Taurus** | Taurus | Sable | — |
| **Panther** | LTD Crown Victoria | Grand Marquis | Town Car |

***Air suspension models.**

## PRODUCTS/SPECIFICATIONS

# 1986-model import-car specs

| MAKE AND MODEL | DIMENSIONS | | | | | | | | | ENGINE | | | | | | CAPACITY | | | MISCELLANEOUS | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Number of Cylinders | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net BHP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Standard Transmission | Drive System | Wheel Diameter (in.) | Turning Circle (dia. in. ft.) |
| **ACURA** Integra 3-dr. | 96.5 | 168.5 | 65.6 | 53.0 | 2,326 | 37.5 | 40.7 | 55.9 | 56.5 | 4 | 1.6/97 | F.I. | 9.3 | 113@6,250 | 99@5,500 | 13.2 | N.A. | 4.2 | 4.21 | M5 | F | 14 | 31.5 |
| Legend Sedan | 108.6 | 189.4 | 68.3 | 54.7 | 3,077 | 37.2 | 42.3 | 59.0 | 57.5 | V-6 | 2.5/152 | F.I. | 9.0 | 151@5,800 | 154@4,500 | 18.0 | N.A. | 5.5 | 4.20 | M5 | F | 15 | 36.1 |
| **ALFA ROMEO** Graduate | 88.6 | 168.8 | 64.1 | 48.8 | 2,548 | 33.9 | 29.5 | 52.1 | 50.1 | 4 | 2.0/119.7 | F.I. | 9.0 | 115@5,500 | 119@2,750 | 12.2 | 8.0 | 7.0 | 4.10 | M5 | R | 14 | 34.5 |
| Spider Veloce | 88.6 | 168.8 | 64.1 | 48.8 | 2,548 | 33.9 | 29.5 | 52.1 | 50.1 | 4 | 2.0/119.7 | F.I. | 9.0 | 115@5,500 | 119@2,750 | 12.2 | 8.0 | 7.0 | 4.10 | M5 | R | 14 | 34.5 |
| Milano | 98.8 | 170.5 | 64.2 | 53.1 | 2,907 | 38.2 | 37.2 | 54.3 | 54.1 | 6 | 2.49/151 | F.I. | 9.0 | 154@5,600 | 151.9@3,200 | 17.6 | 10.6 | 7.6 | 4.10 | M5 | R | 14 | 32.8 |
| GTV-6 | 94.5 | 171.2 | 65.5 | 52.4 | 2,823 | N.A. | N.A. | 54.0 | 53.2 | V-6 | 2.5/152 | F.I. | 9.0 | 154@5,500 | 152@3,200 | 17.0 | 9.0 | 8.0 | 4.10 | M5 | R | 365mm | 32.8 |
| **ASTON MARTIN** V-8 Coupe | 102.8 | 189.5 | 72.0 | 52.3 | 4,100 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | 4-2V | 8.3 | N.A. | N.A. | 25.2 | 19.2 | 12.0 | 3.54 | M5 | R | 15 | 38.0 |
| Volante Convertible | 102.8 | 189.5 | 72.0 | 54.0 | 4,100 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | 4-2V | 8.3 | N.A. | N.A. | 25.8 | 19.2 | 12.0 | 3.54 | M5 | R | 15 | 38.0 |
| Lagonda | 115.0 | 207.9 | 70.5 | 51.2 | 4,400 | N.A. | N.A. | 59.0 | 59.0 | V-8 | 5.3/326 | N.A. | N.A. | N.A. | N.A. | 33.3 | N.A. | N.A. | N.A. | A3 | R | 15 | N.A. |
| **AUDI** 4000S | 99.8 | 176.6 | 66.2 | 54.3 | 2,337 | N.A. | N.A. | 55.1 | 55.9 | 4 | 1.8/109 | F.I. | 10.0 | 102@5,500 | 111@3,250 | 15.8 | 6.9 | 3.7 | 4.11 | M5 | F | 14 | 34.0 |
| 4000CS Quattro | 99.4 | 176.6 | 66.4 | 54.3 | 2,824 | N.A. | N.A. | 55.4 | 55.8 | 5 | 2.2/136 | F.I. | 8.5 | 115@5,500 | 126@3,000 | 18.5 | 8.5 | 4.0 | 4.11 | M5 | 4 | 14 | 34.8 |
| 5000S | 105.8 | 192.7 | 71.4 | 55.7 | 2,844 | N.A. | N.A. | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,500 | 21.1 | 8.5 | 5.3 | 4.11 | M5 | F | 14 | 34.2 |
| 5000CS Turbo | 105.8 | 192.7 | 71.4 | 55.9 | 3,086 | N.A. | N.A. | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | 158@5,500 | 166@2,500 | 21.1 | 8.5 | 5.3 | 3.25 | A3 | F | 15 | 34.2 |
| 5000CS Turbo Quarttro | 105.8 | 192.7 | 71.4 | 55.9 | 3,351 | N.A. | N.A. | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | 158@5,500 | 166@2,500 | 21.1 | 8.5 | 5.3 | 3.89 | M5 | 4 | 15 | 34.2 |
| 5000CS Turbo Quattro Wagon | 105.8 | 192.7 | 71.4 | 55.9 | 3,437 | N.A. | N.A. | 57.8 | 57.8 | 5 | 2.2/136 | F.I. | 7.8 | 158@5,500 | 166@2,500 | 21.1 | 8.5 | 5.3 | 3.89 | M5 | 4 | 15 | 34.2 |
| Coupe GT | 99.8 | 177.3 | 66.3 | 53.1 | 2,507 | N.A. | N.A. | 55.2 | 55.9 | 5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,500 | 15.8 | 7.4 | 4.0 | 4.90 | M5 | F | 14 | 32.5 |
| **BMW** 325 Sedan | 101.2 | 175.6 | 64.8 | 54.3 | 2,710 | 37.7 | N.A. | 55.4 | 55.7 | 6 | 2.7/164 | F.I. | 9.0 | 121@4,250 | 170@3,250 | 14.5 | 12.7 | 4.5 | 2.93 | M5 | R | 14 | 32.2 |
| 524td Sedan | 103.3 | 189.0 | 66.9 | 55.7 | 3,320 | 37.0 | 41.7 | 56.3 | 57.5 | 6 | 2.4/149 | F.I. | 22.0 | 114@4,800 | 155@2,400 | 16.6 | 12.7 | 7.6 | 3.25 | A4 | R | 14 | 32.8 |
| 528e Sedan | 103.3 | 189.0 | 66.9 | 55.7 | 3,075 | 37.0 | 41.7 | 56.3 | 57.5 | 6 | 2.7/164 | F.I. | 9.0 | 121@4,250 | 170@3,250 | 16.6 | 12.7 | 4.5 | 2.93 | M5 | R | 14 | 32.8 |
| 535i Sedan | 103.3 | 189.0 | 66.9 | 55.7 | 3,250 | 37.0 | 41.7 | 56.3 | 57.9 | 6 | 3.4/209 | F.I. | 8.0 | 182@5,400 | 214@4,000 | 16.6 | 12.7 | 6.1 | 3.25 | M5 | R | 390mm | 32.8 |
| 635CSi | 103.5 | 193.8 | 67.9 | 53.7 | 3,380 | 35.0 | 41.7 | 56.3 | 57.9 | 6 | 3.4/209 | F.I. | 8.0 | 182@5,400 | 214@4,000 | 16.6 | 12.7 | 5.1 | 3.45 | M5 | R | 390mm | 33.1 |
| 735i Sedan | 110.0 | 197.4 | 70.9 | 56.3 | 3,540 | 36.0 | 42.1 | 59.1 | 59.7 | 6 | 3.4/209 | F.I. | 8.0 | 182@5,400 | 214@4,000 | 22.5 | 12.7 | 6.1 | 3.45 | M5 | R | 14 | 34.8 |
| **CHEVROLET** Spectrum Hatchback | 94.5 | 155.9 | 63.6 | 52.0 | 1,808 | 37.8 | 41.7 | 54.7 | 54.3 | 4 | 1.5/90 | 2V | 9.6 | 70@5,400 | 87@3,400 | 11.1 | 6.8 | 4.0 | 3.58 | M5 | F | 13 | 32.8 |
| **CHEVROLET** Sprint | 88.4 | 141.1 | 60.3 | 53.2 | 1,488 | 37.0 | 42.1 | 52.4 | 51.2 | 3 | 1.0/60.6 | 2V | 9.5 | 48@5,100 | 57@3,200 | 8.3 | 4.5 | 3.7 | 4.10 | M5 | F | 14 | 31.6 |
| **COLT** (Plymouth and Dodge) 2-dr. | 93.7 | 157.3 | 63.8 | 50.0 | 1,865 | 36.8 | 40.6 | 54.1 | 52.8 | 4 | 1.5/90.0 | 2V | 9.4 | 68@5,500 | 82@3,500 | 10.6 | 4.8 | 3.6 | 3.15 | M4 | F | 13 | 32.8 |
| Colt GTS Turbo 3-dr. | 93.7 | 157.3 | 63.8 | 50.0 | 1,951 | 36.8 | 40.6 | 54.1 | 52.8 | 4 | 1.6/97.5 | F.I. | 7.6 | 102@5,500 | 122@3,000 | 10.6 | 4.8 | 4.1 | 3.47 | M5 | F | 14 | 32.8 |
| Colt 4-dr. Sedan | 93.7 | 169.1 | 63.8 | 50.8 | 1,989 | 37.7 | 40.6 | 54.7 | 52.7 | 4 | 1.5/97.5 | F.I. | 9.4 | 68@5,500 | 82@3,500 | 11.9 | 4.8 | 3.6 | 3.47 | M5 | F | 14 | 32.5 |
| Colt Sedan Turbo | 93.7 | 167.3 | 63.8 | 50.8 | 2,218 | 37.7 | 40.6 | 54.7 | 52.7 | 4 | 1.6/97.5 | F.I. | 7.6 | 102@5,500 | 122@3,000 | 11.9 | 4.8 | 4.1 | 3.47 | M5 | F | 14 | 35.1 |
| Colt Vista | 103.3 | 174.6 | 64.6 | 59.3 | 2,497 | 38.3 | 39.4 | 55.5 | 54.1 | 4 | 2.0/122.0 | 2V | 8.5 | 88@5,000 | 108@3,500 | 13.2 | 7.4 | 4.1 | 3.47 | M5 | F | 13 | 34.8 |
| Colt Vista 4wd | 103.5 | 174.6 | 64.6 | 59.4 | 2,497 | 38.3 | 39.4 | 55.5 | 54.1 | 4 | 2.0/122.0 | 2V | 8.5 | 88@5,000 | 108@3,500 | 13.2 | 7.4 | 4.1 | 3.47 | M4x2 | F | 13 | 34.8 |
| Conquest Intercooled Turbo | 95.9 | 173.2 | 66.3 | 50.2 | 2,994 | 36.7 | 41.1 | 54.9 | 55.0 | 4 | 2.6/155.9 | F.I. | 7.0 | 170@5,000 | 220@2,500 | 19.8 | 8.7 | 4.3 | 3.55 | M5 | R | 15 | 31.5 |
| Conquest Turbo | 95.9 | 173.2 | 66.3 | 51.8 | 2,802 | 36.7 | 41.1 | 54.9 | 55.0 | 4 | 2.6/155.9 | F.I. | 7.0 | 145@1,000 | 185@2,500 | 19.8 | 8.7 | 4.3 | 3.55 | M5 | R | 15 | 31.5 |
| **FERRARI** 328 GTBi, 328 GTSi | 92.5 | 168.7 | 68.1 | 44.4 | 3,140 | N.A. | N.A. | 58.0 | 57.8 | V-8 | 3.2/194.4 | F.I. | 9.2 | 260@7,000 | 213@5,500 | 18.5 | 19.0 | 9.6 | 3.71 | M5 | R | 15 | 39.3 |
| Mondial 8 | 104.3 | 182.7 | 70.5 | 49.6 | 3,500 | N.A. | N.A. | 59.6 | 60.4 | V-8 | 2.9/178.6 | F.I. | 8.8 | 205@6,600 | 180@5,000 | 18.5 | 19.0 | 9.6 | 3.71 | M5 | R | 15 | 41.0 |
| **HONDA** CRX HF | 86.6 | 144.7 | 63.9 | 50.8 | 1,713 | 37.6 | 42.7 | 51.5 | 55.7 | 4 | 1.5/90.8 | 3V | 9.3 | 58@4,500 | 79@2,500 | 10.0 | 4.7 | 3.7 | 2.95 | M5 | F | 13 | 29.5 |
| CRX | 86.6 | 144.7 | 63.9 | 50.8 | 1,819 | 37.6 | 42.7 | 51.5 | 55.7 | 4 | 1.5/90.8 | 3V | 9.3 | 76@6,000 | 84@3,500 | 10.8 | 4.7 | 3.7 | 4.25 | M5 | F | 13 | 29.5 |
| CRX Si | 86.6 | 147.8 | 63.9 | 50.8 | 1,953 | 37.6 | 42.7 | 51.5 | 55.7 | 4 | 1.5/90.8 | F.I. | 8.8 | 91@5,500 | 92.9@4,500 | 11.9 | 4.7 | 3.7 | 4.40 | M5 | F | 13 | 29.5 |
| Civic S | 93.7 | 150.0 | 64.0 | 52.6 | 1,887 | 37.6 | 43.3 | 55.1 | 55.7 | 4 | 1.3/8.20 | 3V | 10.0 | 60@5,500 | 73@3,500 | 11.9 | 5.8 | 4.0 | 3.58 | M5 | F | 13 | 30.8 |
| Civic Sedan | 96.5 | 163.4 | 64.0 | 54.5 | 1,940 | 38.1 | 40.3 | 55.1 | 55.7 | 4 | 1.5/90.8 | 3V | 9.2 | 76@6,000 | 84@3,500 | 12.1 | 5.8 | 4.0 | 4.25 | M5 | F | 13 | 31.5 |
| Civic Wagon 4wd | 96.5 | 157.1 | 63.9 | 58.3 | 2,304 | 39.2 | 38.9 | 55.1 | 57.7 | 4 | 1.5/90.8 | 3V | 9.2 | 74@6,000 | 83@3,500 | 12.1 | 5.8 | 4.0 | 4.47 | M6 | F | 13 | 30.2 |
| Accord Hatchback DX | 102.4 | 174.8 | 66.7 | 52.6 | 2,416 | 38.0 | 42.8 | 58.3 | 58.1 | 4 | 2.0/119.0 | 3V | 9.1 | 98@5,500 | 109@3,500 | 15.8 | 6.6 | 4.2 | 3.87 | M5 | F | 13 | 34.1 |
| Accord LXi Sedan | 102.4 | 178.5 | 65.2 | 53.3 | 2,568 | 38.7 | 42.8 | 58.3 | 58.1 | 4 | 2.0/119.0 | F.I. | 8.8 | 101@5,500 | 114@4,500 | 15.8 | 6.6 | 4.2 | 3.87 | M5 | F | 13 | 34.1 |
| Prelude Si | 96.5 | 172.0 | 66.9 | 48.6 | 2,379 | 37.3 | 43.2 | 57.9 | 57.9 | 4 | 2.0/119.0 | F.I. | 8.8 | 110@5,500 | 114@4,500 | 15.8 | 6.6 | 4.2 | 4.07 | M5 | F | 13 | 34.1 |
| **HYUNDAI** Excel (Hatchback) | 93.7 | 161.0 | 54.1 | 63.2 | 2,127 | 37.5 | 40.9 | 54.1 | 52.8 | 4 | 1.5/89.6 | 2V | 9.4 | 68@5,500 | 82@3,500 | 10.6 | 6.0 | 3.7 | 3.47 | M5 | F | 13 | 33.8 |
| **ISUZU** I-Mark Coupe | 94.5 | 155.9 | 63.5 | 54.1 | 1,919 | 37.8 | 41.7 | 54.7 | 54.3 | 4 | 1.5/90.0 | 2V | 9.6 | 70@5,400 | 87@3,400 | 11.1 | 6.8 | 4.0 | 3.83 | M5 | F | 13 | 32.8 |
| Impulse Sports Coupe | 96.1 | 172.6 | 65.2 | 51.4 | 2,714 | 36.9 | 41.9 | 53.3 | 53.7 | 4 | 2.0/118.9 | F.I. | 9.2 | 90@5,000 | 146@3,000 | 15.1 | 9.3 | 4.4 | 3.91 | M5 | R | 14 | 31.5 |
| Impulse Turbo | 96.1 | 172.6 | 65.2 | 51.4 | 2,824 | 36.9 | 41.9 | 53.3 | 53.7 | 4 | 2.0/121 | F.I. | 7.9 | 140@5,400 | 166@3,000 | 15.1 | 9.5 | 4.4 | 3.91 | M5 | R | 14 | 31.5 |
| **JAGUAR** XJ-6 Series III Sedan | 113.0 | 199.6 | 69.8 | 54.2 | 4,066 | 38.1 | 39.3 | 58.3 | 58.9 | 6 | 4.2/258.0 | F.I. | 8.1 | 176@4,750 | 219@2,500 | 23.6 | 9.0 | 8.7 | 2.88 | A3 | R | 15 | 40.0 |
| XJ-S Coupe | 102.0 | 191.7 | 70.6 | 47.8 | 3,950 | 37.0 | 43.5 | 58.6 | 59.2 | V-12 | 5.3/326.0 | F.I. | 11.5 | 262@5,000 | 290@3,000 | 24.0 | 21.0 | 11.0 | 2.88 | A3 | R | 13 | 38.4 |
| **LOTUS** Turbo Esprit | 96.0 | 165.0 | 73.0 | 44.0 | 2,550 | N.A. | N.A. | 60.5 | 61.2 | 4 | 2.2/132.6 | F.I. | 8.0 | 215@6,250 | 194@5,000 | 20.1 | 12.0 | 5.5 | 4.38 | M5 | R | 15 | 38.0 |
| **MASERATI** Quattroporte | 110.2 | 199.6 | 70.5 | 53.1 | 4,650 | 36.0 | N.A. | 60.0 | 60.0 | V-8 | 4.9/301 | 4-2V | 8.6 | 288@5,200 | 308@3,000 | 28.4 | 17.5 | 11.0 | 3.54 | A3 | R | 15 | 40.0 |
| Biturbo 2-dr. | 99.0 | 163.5 | 67.5 | 51.4 | 2,394 | 35.4 | N.A. | 55.9 | 56.3 | V-6 | 2.5/152 | 2V | 7.8 | 185@5,500 | 208@3,200 | 20 | 9.0 | 6.3 | 3.73 | M5 | R | 14 | N.A. |
| Maserati 425 | 102.3 | 173.2 | 68.1 | 53.5 | 2,625 | 37.1 | N.A. | 56.8 | 57.2 | V-6 | 2.5/152 | 2V | 7.8 | 185@5,500 | 208@3,200 | 20 | 9.0 | 6.3 | 3.31 | A3 | R | 14 | 38.0 |
| **MAZDA** 323 Hatchback | 94.5 | 161.8 | 64.8 | 54.7 | 2,060 | 38.4 | 41.5 | 54.7 | 55.7 | 4 | 1.6/97.4 | F.I. | 9.3 | 82@5,000 | 92@2,500 | 11.9 | 5.2 | 3.6 | 4.11 | M4 | F | 13 | 30.8 |
| 323 Sedan DX | 94.5 | 169.7 | 64.8 | 54.7 | 2,115 | 38.4 | 41.5 | 54.7 | 54.7 | 4 | 1.6/97.4 | F.I. | 9.3 | 82@5,000 | 92@2,500 | 11.9 | 5.2 | 3.6 | 4.11 | M5 | F | 13 | 30.8 |
| RX-7 | 95.3 | 168.9 | 66.5 | 49.8 | 2,625 | 37.2 | 46.9 | 57.1 | 56.7 | Rotary | 1.3/80.0 | F.I. | 9.4 | 146@6,500 | 138@3,500 | 16.6 | 9.2 | 6.4 | 4.10 | M5 | R | 13 | 16.1 |
| RX-7 Turbo | 95.7 | 168.9 | 66.5 | 49.8 | 2,750 | 37.2 | 46.9 | 57.1 | 56.7 | Rotary | 1.3/80.0 | F.I. | 8.5 | 182@6,500 | 183@3,500 | 16.6 | 9.2 | 6.4 | 4.10 | M5 | R | 13 | 16.1 |
| 626 Coupe GT Turbo | 98.8 | 177.8 | 66.5 | 53.7 | 2,385 | 38.0 | 41.9 | 56.3 | 56.1 | 4 | 2.0/121.9 | F.I. | 7.8 | 120@5,000 | 150@3,000 | 15.8 | 7.4 | 4.8 | 4.12 | M5 | F | 14 | 33.5 |
| 626 Sedan | 98.8 | 177.8 | 66.5 | 55.5 | 2,410 | 38.9 | 41.4 | 56.3 | 56.1 | 4 | 2.0/121.9 | F.I. | 8.6 | 93@5,000 | 115@2,500 | 15.8 | 7.4 | 4.8 | 4.12 | M5 | F | 14 | 33.5 |
| 626 Touring Sedan (5-dr.) | 98.8 | 177.8 | 66.5 | 53.7 | 2,480 | 38.0 | 41.9 | 56.3 | 56.1 | 4 | 2.0/121.9 | F.I. | 8.6 | 93@5,000 | 115@2,500 | 15.8 | 7.4 | 4.8 | 4.12 | M5 | F | 14 | 33.5 |
| **MERCEDES-BENZ** 190 E | 104.9 | 175.0 | 66.1 | 54.4 | 2,655 | 36.9 | 41.9 | 56.2 | 55.7 | 4 | 2.3/140.3 | F.I. | 8.0 | 120@5,000 | 136@3,500 | 14.5 | 9.0 | 5.3 | 3.27 | M5 | R | 14 | 35.0 |
| 190E 2.3-16 | 104.9 | 175.0 | 66.1 | 54.4 | 3,030 | 36.9 | 41.9 | 56.9 | 56.3 | 4 | 2.3/140.3 | F.I. | 9.7 | 167@5,800 | 162@4,750 | 18.7 | 8.5 | 5.3 | 3.27 | M5 | R | 14 | 35.0 |
| 190 D | 104.9 | 175.0 | 66.1 | 54.4 | 2,645 | 36.9 | 41.9 | 56.2 | 55.7 | 4 | 2.2/134.1 | F.I. | 22.0 | 93@4,600 | 122@2,800 | 14.5 | 8.5 | 7.4 | 3.42 | M5 | R | 14 | 35.0 |
| 300 E | 110.2 | 187.2 | 68.5 | 56.9 | 3,295 | 36.9 | 41.7 | 58.9 | 58.6 | 6 | 3.0/180.8 | F.I. | 9.2 | 177@5,700 | 188@4,400 | 18.7 | 8.5 | 6.3 | 3.07 | M5 | R | 14 | 36.7 |
| 300 D Turbo | 110.2 | 187.2 | 68.5 | 56.9 | 3,375 | 36.9 | 41.7 | 58.9 | 58.6 | 6 | 3.0/182.9 | F.I. | 22.0 | 148@ 4,600 | 201@2,400 | 18.7 | 10.6 | 9.7 | 2.65 | A4 | R | 14 | 36.7 |
| 300 SDL Turbo | 121.1 | 208.1 | 71.7 | 56.7 | 3,835 | 37.3 | 41.9 | 61.2 | 60.1 | 6 | 3.0/182.9 | F.I. | 22.0 | 148@4,600 | 201@2,400 | 23.8 | 10.6 | 9.7 | 2.88 | A4 | R | 14 | 40.6 |
| 420 SEL Sedan | 121.1 | 208.1 | 71.7 | 56.7 | 3,850 | 38.6 | 41.9 | 61.2 | 60.1 | V-8 | 5.0/303.5 | F.I. | 8.0 | 201@5,200 | 228@3,600 | 23.8 | 13.7 | 8.5 | 2.47 | A4 | R | 14 | 40.6 |
| 560 SEL | 120.9 | 208.1 | 71.7 | 55.7 | 4,125 | 37.3 | 4.9 | 61.2 | 60.1 | V-8 | 5.6/338.5 | F.I. | 9.0 | 238@4,800 | 287@3,500 | 23.8 | 13.7 | 8.5 | 2.47 | A4 | R | 14 | 40.6 |
| 560 SL | 96.7 | 180.3 | 70.5 | 50.8 | 3,780 | 36.5 | 42.2 | 57.6 | 57.7 | V-8 | 5.6/338.5 | F.I. | 9.0 | 227@4,750 | 279@3,250 | 22.5 | 13.7 | 8.5 | 2.47 | A4 | R | 14 | 34.3 |
| 560 SEC | 112.0 | 199.2 | 72.0 | 55.6 | 3,960 | 36.8 | 41.9 | 61.2 | 60.1 | V-8 | 5.6/338.5 | F.I. | 9.0 | 238@4,800 | 287@3,500 | 23.8 | 13.7 | 8.5 | 2.47 | A4 | R | 14 | 38.1 |
| **MERCURY** Merkur XR4Ti (turbo) | 102.7 | 178.4 | 68.0 | 54.8 | 2,853 | 38.5 | 41.0 | 57.2 | 57.8 | 4 | 2.3/140.0 | F.I. | 8.0 | 175@5,000 | 200@3,000 | 15.0 | 9.5 | 5.0 | 3.64 | M5 | F | 14 | 32.8 |
| **MITSUBISHI** Tredia | 96.3 | 172.4 | 63.4 | 51.6 | 2,370 | 37.6 | 40.9 | 55.5 | 54.1 | 4 | 2.0/122 | 2V | 8.5 | 88@5,000 | 108@3,500 | 12.8 | 7.7 | 3.1 | 3.19 | M5 | F | 13 | 32.2 |
| Tredia Turbo | 96.3 | 172.4 | 65.4 | 51.6 | 2,469 | 37.6 | 40.9 | 55.5 | 54.1 | 4 | 1.8/109 | F.I. | 7.5 | 116@5,500 | 129@3,000 | 12.8 | 7.7 | 3.1 | 3.47 | M5 | F | 13 | 32.2 |
| Cordia L | 96.3 | 173.0 | 65.4 | 49.4 | 2,337 | 36.8 | 41.3 | 55.5 | 54.1 | 4 | 2.0/122 | 2V | 7.5 | 88@5,000 | 108@3,500 | 12.8 | 7.7 | 3.1 | 3.19 | M5 | F | 13 | 32.2 |
| Cordia Turbo | 96.3 | 173.0 | 65.4 | 49.4 | 2,458 | 36.8 | 41.3 | 55.5 | 54.1 | 4 | 1.8/109 | F.I. | 7.5 | 116@5,500 | 129@3,000 | 12.8 | 7.7 | 3.1 | 3.47 | M5 | F | 13 | 32.2 |

# PRODUCTS/SPECIFICATIONS

| MAKE AND MODEL | DIMENSIONS | | | | | | | | | ENGINE | | | | | | CAPACITY | | | MISCELLANEOUS | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) | Overall Length (in.) | Overall Width (in.) | Overall Height (in.) | Curb Weight (lbs.) | Front-seat Headroom (in.) | Front-seat Legroom (in.) | Front Tread (in.) | Rear Tread (in.) | Number of Cylinders | Displacement (liters/cu. in.) | Carburetion | Compression Ratio | Net BHP at RPM | Net Torque (ft. lbs.) at RPM | Fuel Tank (U.S. gals.) | Cooling System with heater (qts.) | Crankcase w/filter (qts.) | Axle Ratio (standard) | Standard Transmission | Drive System | Wheel Diameter (in.) | Turning Circle (dia. in ft.) |
| Starion LS | 95.9 | 173.2 | 66.8 | 50.2 | 2,963 | 36.6 | 40.8 | 55.5 | 55.1 | 4 | 2.6/156 | F.I. | 7.0 | 145@5,000 | 185@2,500 | 19.8 | 9.5 | 3.3 | 3.55 | M5 | R | 14 | 31.5 |
| Starion ESI Turbo | 95.9 | 173.2 | 66.8 | 50.2 | 3,001 | 36.6 | 40.8 | 55.5 | 55.1 | 4 | 2.6/156 | F.I. | 7.0 | 145@5,000 | 185@2,500 | 19.8 | 9.5 | 3.3 | 3.55 | M5 | R | 15 | 31.5 |
| Mirage | 93.7 | 157.3 | 64.4 | 50.8 | 1,918 | 37.7 | 40.6 | 54.7 | 52.8 | 4 | 1.5/89.6 | 2V | 9.4 | 68@5,500 | 82@3,500 | 11.9 | 5.3 | 2.6 | 3.15 | M4 | F | 13 | 30.5 |
| Mirage Turbo | 93.7 | 157.3 | 64.4 | 50.8 | 2,145 | 37.7 | 40.6 | 54.7 | 52.8 | 4 | 1.6/89.6 | F.I. | 7.6 | 102@5,500 | 122@3,000 | 11.9 | 5.3 | 3.1 | 3.47 | M5 | F | 14 | 30.5 |
| Galant | 102.4 | 183.1 | 66.7 | 51.6 | 2,844 | 38.3 | 40.3 | 56.9 | 55.3 | 4 | 2.4/143.4 | F.I. | 8.5 | 110@4,500 | 138@3,500 | 15.9 | 7.4 | 3.1 | 3.19 | M4 | F | 15 | 34.8 |
| **NISSAN** Sentra 2-dr. | 94.5 | 165.6 | 63.8 | 54.5 | 1,889 | 38.3 | 43.1 | 54.9 | 54.5 | 5 | 1.6/97.5 | F.I. | 9.4 | 69@5,200 | 93@3,200 | 13.2 | 10.5 | 5.5 | 3.55 | M5 | F | 13 | 29.5 |
| Sentra 4-dr. Sedan | 94.5 | 165.6 | 63.8 | 54.5 | 1,938 | 38.3 | 43.1 | 54.9 | 54.5 | 4 | 1.6/97.5 | 2V | 9.4 | 69@5,200 | 92@3,200 | 13.2 | 6.3 | 4.2 | 3.79 | M5 | F | 13 | 29.5 |
| Sentra Hatchback | 94.5 | 165.6 | 63.8 | 53.3 | 2,028 | 37.3 | 43.1 | 54.9 | 54.5 | 4 | 1.6/97.5 | 2V | 9.4 | 62@5,200 | 92@3,200 | 13.2 | 6.3 | 4.2 | 3.79 | M5 | F | 13 | 29.5 |
| Sentra Wagon | 94.5 | 170.2 | 63.8 | 53.5 | 2,024 | 37.3 | 43.1 | 54.9 | 54.5 | 4 | 1.6/97.5 | 2V | 9.4 | 69@5,200 | 92@3,200 | 13.2 | 6.3 | 4.2 | 3.79 | M5 | F | 13 | 29.5 |
| Pulsar NX | 95.1 | 162.4 | 63.8 | 53.3 | 2,008 | 37.3 | 43.1 | 54.9 | 54.2 | 4 | 1.6/97.5 | 2V | 9.4 | 69@5,200 | 92@3,200 | 13.2 | 6.3 | 4.1 | 3.79 | M5 | F | 13 | 30.2 |
| Stanza 4-dr. Hatchback | 97.2 | 173.4 | 65.2 | 54.7 | 2,302 | 38.1 | 43.0 | 56.3 | 55.5 | 4 | 2.0/120.4 | 2V | 8.5 | 97@5,200 | 114@3,200 | 14.3 | 7.8 | 4.1 | 3.55 | M5 | F | 13 | 32.1 |
| Stanza Sedan | 97.2 | 173.4 | 65.2 | 54.7 | 2,325 | 38.1 | 43.0 | 56.3 | 55.5 | 4 | 2.0/120.4 | 2V | 8.5 | 97@5,200 | 114@3,200 | 14.3 | 7.8 | 4.1 | 3.55 | M5 | F | 13 | 32.1 |
| Stanza Wagon | 99.0 | 170.3 | 65.2 | 54.7 | 2,809 | 38.8 | 39.4 | 56.3 | 55.5 | 4 | 2.0/120.4 | 2V | 8.5 | 97@5,200 | 114@3,200 | 14.3 | 4.1 | 3.55 | 3.56 | M5 | F | 13 | 32.1 |
| Maxima Sedan | 100.4 | 181.7 | 66.5 | 55.1 | 3,060 | 38.7 | 42.0 | 57.5 | 57.1 | 6 | 3.0/151 | F.I. | 9.0 | 152@5,200 | 167@3,600 | 16.4 | 11.6 | 5.3 | 3.55 | M5 | F | 15.9 | 35.4 |
| Maxima Wagon | 100.4 | 181.7 | 66.5 | 55.1 | 3,060 | 38.7 | 42.0 | 57.3 | 56.9 | 6 | 3.0/151 | F.I. | 9.0 | 152@5,200 | 167@3,600 | 16.4 | 11.6 | 5.3 | 3.55 | M5 | F | 15.9 | 35.4 |
| 200-SX Notchback | 95.5 | 174.4 | 65.0 | 50.4 | 2,602 | 38.1 | 44.4 | 54.4 | 55.7 | 4 | 2.0/120.4 | F.I. | 8.5 | 102@5,200 | 116@3,200 | 14.5 | 7.8 | 4.1 | 3.70 | M5 | R | 14 | 32.2 |
| 200-SX Hatchback Turbo | 95.5 | 174.4 | 65.0 | 50.4 | 2,767 | 38.1 | 44.4 | 55.1 | 56.5 | 4 | 1.8/109.5 | F.I. | 8.0 | 120@5,200 | 134@3,200 | 14.5 | 9.1 | 4.0 | 3.90 | M5 | R | 15 | 32.2 |
| 300-ZX | 91.3 | 170.7 | 67.9 | 51.0 | 3,129 | 36.6 | 43.6 | 57.3 | 58.1 | 6 | 3.0/180.6 | F.I. | 9.0 | 160@5,200 | 174@4,000 | 18.5 | 11.1 | 4.3 | 3.70 | M5 | R | 15 | 32.2 |
| 300-ZX Turbo | 91.3 | 170.7 | 67.9 | 51.0 | 3,267 | 36.6 | 43.6 | 56.5 | 57.3 | 6 | 3.0/180.6 | F.I. | 7.8 | 200@5,200 | 227@3,600 | 18.5 | 11.1 | 4.3 | 3.55 | M5 | R | 15 | 32.2 |
| 300-ZX 2+2 | 99.2 | 178.5 | 67.9 | 51.6 | 3,232 | 37.2 | 43.6 | 57.3 | 58.1 | 6 | 3.0/180.6 | F.I. | 9.0 | 160@5,200 | 174@4,000 | 18.5 | 11.1 | 4.3 | 3.70 | M5 | R | 15 | 34.8 |
| **PEUGEOT** 505 Sedan | 107.9 | 186.7 | 68.4 | 56.4 | 3,020 | N.A. | N.A. | 57.5 | 56.5 | 4 | 2.0/120 | F.I. | 8.3 | 97@5,000 | 116@3,500 | 18.0 | 10.0 | 4.2 | 3.58 | M5 | R | 14 | 35.0 |
| 505 Sedan Turbo | 108.0 | 186.7 | 68.3 | 56.0 | 3,130 | N.A. | N.A. | 58.7 | 57.4 | 4 | 2.2/134 | F.I. | 7.0 | 150@5,000 | 181@2,750 | 18.0 | 10.0 | 5.3 | 3.70 | M4 | R | 14 | 35.0 |
| 505 Turbo Diesel Wagon | 114.2 | 198.9 | 68.4 | 60.9 | 3,430 | 34.8 | 41.0 | 58.3 | 57.1 | 4 | 2.5/152 | F.I. | 21.0 | 95@4,150 | 152@2,000 | 18.0 | 10.6 | 5.3 | 3.46 | A3 | R | 14 | 37.4 |
| 505 Turbo GL | 108.0 | 186.7 | 68.4 | 53.3 | 3,175 | 33.9 | 41.0 | 59.1 | 57.3 | 4 | 2.2/134 | F.I. | 7.5 | 150@5,000 | 181@2,750 | 18.0 | 10.0 | 5.3 | 3.46 | M5 | R | 15 | 35.1 |
| **PORSCHE** 944 | 94.5 | 168.9 | 68.3 | 50.2 | 2,778 | N.A. | N.A. | 58.2 | 57.1 | 4 | 2.5/151.0 | F.I. | 9.7 | 143@5,500 | 137@3,000 | 21.1 | 9.0 | 6.3 | 3.89 | M5 | R | 15 | 31.2 |
| 944 Turbo | 94.5 | 168.9 | 68.3 | 50.2 | 2,899 | N.A. | N.A. | 58.2 | 57.1 | 4 | 2.5/151.0 | F.I. | 8.0 | 217@5,800 | 243@3,500 | 21.1 | 9.0 | 6.9 | 3.38 | M5 | R | 16 | 31.2 |
| 928S | 98.4 | 175.7 | 72.3 | 50.5 | 3,439 | N.A. | N.A. | 61.1 | 61.8 | V-8 | 5.0/302.5 | F.I. | 10.0 | 288@5,750 | 302@2,700 | 22.7 | 16.9 | 7.9 | 2.20 | M5 | R | 16 | 31.5 |
| 911 Turbo | 89.5 | 168.9 | 69.9 | 51.6 | 2,976 | N.A. | N.A. | 53.9 | 54.3 | 6 | 3.3/201.3 | F.I. | 7.0 | 282@5,900 | 278@4,800 | 22.5 | — | 13.7 | 4.22 | M4 | R | 16 | 34.0 |
| 911 Carrera Coupe | 89.5 | 168.9 | 65.0 | 52.0 | 2,756 | N.A. | N.A. | 53.9 | 54.3 | 6 | 3.2/193.2 | F.I. | 9.5 | 200@5,900 | 185@4,800 | 22.5 | — | 13.7 | 3.88 | M5 | R | 15 | 34.0 |
| **RENAULT** Sport wagon | 96.1 | 181.5 | 66.5 | 55.2 | 2,405 | 37.4 | 41.3 | 55.7 | 53.5 | 4 | 2.2/132.0 | F.I. | 8.7 | 91@4,000 | 123@2,500 | 15.0 | N.A. | 4.5 | 3.10 | M5 | F | 13 | 33.8 |
| **ROLLS-ROYCE** Silver Spirit | 120.5 | 207.8 | 74.3 | 58.5 | 4,980 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 37.4 |
| Silver Spur | 124.0 | 211.8 | 74.0 | 58.5 | 5,040 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 38.3 |
| Mulsanne | 120.5 | 209.2 | 74.3 | 58.5 | 4,980 | 36.0 | 41.0 | 60.5 | 60.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.5 | 16.9 | 10.0 | 3.07 | A3 | R | 15 | 37.4 |
| Corniche Convertible | 119.5 | 207.5 | 72.7 | 59.8 | 5,305 | 36.0 | 37.0 | 57.5 | 57.5 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 26.0 | 17.3 | 8.8 | 3.07 | A3 | R | 15 | 37.0 |
| Camargue | 120.1 | 207.5 | 75.5 | 58.2 | 5,194 | 36.0 | 39.5 | 60.0 | 59.6 | V-8 | 6.8/412 | F.I. | 8.0 | N.A. | N.A. | 28.0 | 17.3 | 8.8 | 3.07 | A3 | R | 15 | 37.0 |
| **SAAB** 900 Sedan | 99.1 | 187.6 | 66.5 | 55.9 | 2,640 | 36.8 | 41.7 | 56.3 | 56.7 | 4 | 2.0/121.1 | F.I. | 9.2 | 110@5,250 | 119@3,500 | 16.6 | 10.5 | 4.0 | 3.67 | M5 | F | 15 | 34.8 |
| 900 Turbo 3-dr. | 99.1 | 187.6 | 66.5 | 55.9 | 2,880 | 36.8 | 41.7 | 56.3 | 56.7 | 4 | 2.0/121.1 | F.I. | 9.0 | 160@5,500 | 188@3,000 | 16.6 | 10.5 | 4.5 | 3.67 | M5 | F | 15 | 34.8 |
| Saab 9000 | 105.2 | 181.9 | 69.4 | 56.1 | 2,935 | 38.6 | 41.5 | 59.9 | 58.7 | 4 | 2.0/121.1 | F.I. | 9.0 | 160@5,500 | 188@3,000 | 18.0 | 9.5 | 4.7 | 4.21 | M5 | F | 15 | 35.8 |
| **SUBARU** Sedan 4WD Turbo | 97.0 | 172.0 | 65.4 | 54.3 | 2,565 | 37.6 | 41.7 | 55.5 | 56.1 | H04 | 1.8/109.0 | F.I. | 7.7 | 110@4,800 | 134@2,800 | 15.8 | 5.8 | 4.2 | 3.70 | M-5 | 4 | 13 | 35.4 |
| Sedan GL-10 | 97.2 | 172.0 | 65.4 | 52.5 | 2,340 | 37.6 | 41.7 | 56.1 | 56.1 | H04 | 1.8/109.0 | F.I. | 9.5 | 90@5,600 | 101@2,800 | 15.8 | 5.8 | 4.2 | 3.90 | M-5 | F | 13 | 34.8 |
| Sedan GL | 97.2 | 172.0 | 65.4 | 52.5 | 2,190 | 37.6 | 41.7 | 56.1 | 56.1 | H04 | 1.8/109.0 | 2V | 9.0 | 82@4,800 | 101@2,800 | 15.8 | 5.8 | 4.2 | 3.70 | M-5 | F | 13 | 35.4 |
| Wagon Turbo | 96.9 | 173.6 | 65.4 | 54.9 | 2,650 | 37.6 | 41.7 | 55.5 | 56.1 | H04 | 1.8/109.0 | F.I. | 7.7 | 110@4,800 | 134@2,800 | 15.8 | 5.8 | 4.2 | 3.70 | M-5 | F | 13 | 35.4 |
| Wagon 4wd DL | 96.9 | 173.6 | 65.4 | 54.9 | 2,420 | 37.6 | 41.7 | 55.5 | 56.1 | H04 | 1.8/109.0 | 2V | 9.0 | 82@4,800 | 101@2,800 | 15.8 | 5.8 | 4.2 | 3.70 | M-5 | 4 | 13 | 35.4 |
| Wagon GL-10 | 97.0 | 173.5 | 65.4 | 53.0 | 2,455 | 37.6 | 41.7 | 55.9 | 56.1 | H04 | 1.8/109.0 | F.I. | 9.5 | 90@5,600 | 101@2,800 | 15.8 | 5.8 | 4.2 | 3.90 | M-5 | F | 13 | 35.4 |
| Hatchback 4wd GL | 93.3 | 157.3 | 63.8 | 55.7 | 2,240 | 38.2 | 39.3 | 53.0 | 53.9 | H04 | 1.8/109.0 | 2V | 8.7 | 73@4,400 | 94@2,400 | 11.9 | 5.8 | 4.2 | 3.89 | M-4 | 4 | 13 | 30.8 |
| Hatchback Std. | 93.7 | 156.9 | 63.4 | 53.7 | 2,050 | 38.2 | 39.3 | 52.8 | 53.0 | H04 | 1.6/97.0 | 2V | 9.0 | 69@4,800 | 86@2,800 | 13.2 | 5.6 | 3.7 | 3.45 | M-4 | F | 13 | 30.8 |
| Brat 4wd GL | 96.3 | 174.2 | 64.4 | 56.9 | 2,245 | 38.2 | 39.3 | 53.0 | 53.7 | H04 | 1.8/109.0 | 2V | 8.7 | 73@4,400 | 94@2,400 | 14.5 | 5.8 | 4.2 | 3.89 | M-4 | 4 | 13 | 31.4 |
| DL 3-dr. | 97.2 | 172.0 | 65.4 | 51.8 | 2,210 | 37.6 | 42.2 | 56.1 | 56.1 | H04 | 1.8/109.0 | 2V | 9.0 | 82@4,800 | 101@2,800 | 15.9 | 5.8 | 4.2 | 3.70 | M5 | F | 13 | 34.8 |
| XT Coupe 4wd Turbo | 97.1 | 175.2 | 66.5 | 49.4 | 2,630 | 37.4 | 43.3 | 56.5 | 56.1 | H04 | 1.8/109.0 | F.I. | 7.7 | 110@4,800 | 134@2,800 | 15.9 | 6.1 | 4.2 | 3.70 | M5 | 4 | 13 | 35.1 |
| **TOYOTA** Tercel 3-dr. Liftback | 95.7 | 158.7 | 63.6 | 53.3 | 2,025 | 38.1 | 42.4 | 54.5 | 53.9 | 4 | 1.5/88.6 | 2V | 9.0 | 60@4,500 | 75@2,400 | 13.2 | 5.6 | 3.9 | 3.15 | M4 | F | 13 | 31.8 |
| Tercel 5-dr. Liftback | 95.7 | 158.7 | 63.6 | 53.3 | 2,060 | 38.1 | 42.4 | 54.5 | 53.9 | 4 | 1.5/88.6 | 2V | 9.0 | 62@4,800 | 76@2,800 | 13.2 | 5.6 | 3.9 | 3.58 | M5 | F | 13 | 31.8 |
| Tercel Wagon 4wd | 95.7 | 169.7 | 63.6 | 54.5 | 2.290 | 40.2 | 42.4 | 54.5 | 53.1 | 4 | 1.5/88.6 | 2V | 9.0 | 62@4,800 | 76@2,800 | 13.2 | 5.6 | 3.9 | 3.91 | M6 | 4 | 13 | 31.8 |
| Corolla 4-dr. | 95.7 | 166.3 | 64.4 | 53.0 | 2,112 | 38.3 | 42.4 | 56.1 | 55.3 | 4 | 1.6/96.8 | 2V | 9.0 | 74@5,200 | 86@2,800 | 13.2 | 5.6 | 3.9 | 3.74 | M5 | F | 13 | 31.2 |
| Corolla 5-dr. Liftback | 95.7 | 166.3 | 64.4 | 52.8 | 2,110 | 37.8 | 42.4 | 56.1 | 55.3 | 4 | 1.6/96.8 | 2V | 9.0 | 74@5,200 | 85@2,800 | 13.2 | 5.6 | 3.9 | 3.74 | M5 | F | 13 | 31.2 |
| Corolla GT-S Sport Liftback | 94.5 | 168.7 | 64.8 | 52.6 | 2,381 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/96.8 | 2V | 9.0 | 112@6,600 | 97@4.800 | 13.2 | 5.6 | 3.9 | 3.91 | M5 | R | 13 | 31.2 |
| Corolla Sport Coupe | 94.5 | 168.7 | 64.8 | 52.6 | 2,346 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/96.8 | 2V | 9.0 | 112@6,600 | 97@4,800 | 13.2 | 5.6 | 3.9 | 3.91 | M5 | R | 13 | 31.2 |
| Corolla SR5 Sport Liftback | 94.5 | 168.7 | 64.0 | 52.6 | 2,251 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/96.8 | 2V | 9.0 | 74@5,200 | 86@2,800 | 13.2 | 5.6 | 3.9 | 3.74 | M5 | F | 13 | 31.2 |
| Corolla SR5 Sport Coupe | 94.5 | 168.7 | 64.0 | 52.6 | 2,224 | 37.6 | 43.5 | 53.3 | 53.0 | 4 | 1.6/96.8 | 2V | 9.0 | 74@5,200 | 86@2,800 | 13.2 | 5.6 | 3.9 | 3.74 | M5 | F | 13 | 31.2 |
| Camry 4-dr. Sedan | 102.4 | 175.6 | 66.5 | 54.9 | 2,403 | 38.8 | 42.4 | 57.7 | 55.9 | 4 | 2.0/121.7 | F.I. | 8.7 | 95@4,400 | 118@4,000 | 14.5 | N.A. | N.A. | 3.40 | M5 | F | 13 | N.A. |
| Camry 5-dr. Liftback | 102.4 | 175.6 | 66.5 | 54.9 | 2,557 | 37.6 | 42.4 | 57.7 | 55.9 | 4 | 2.0/121.7 | F.I. | 8.7 | 95@4,400 | 118@4,000 | 14.5 | N.A. | N.A. | 3.40 | M5 | F | 13 | N.A. |
| Camry 4-dr. Turbo Diesel | 102.4 | 175.6 | 66.5 | 54.9 | 2,612 | 38.8 | 42.4 | 57.7 | 55.9 | 4 | 2.0/121.7 | F.I. | 23.0 | 79@4,500 | 117@3,000 | 14.5 | N.A. | N.A. | 3.40 | M4 | F | 13 | N.A. |
| Celica ST Sport Coupe | 98.4 | 176.2 | 65.5 | 52.0 | 2,496 | 37.4 | 43.0 | 54.9 | 53.7 | 4 | 2.0/121.7 | 2V | 9.0 | 105@4,800 | 137@2,800 | 16.1 | 8.9 | 4.0 | 3.42 | M5 | R | 14 | 32.8 |
| Celica GT Liftback | 98.4 | 176.6 | 65.5 | 52.0 | 2,566 | 37.4 | 43.0 | 54.9 | 53.7 | 4 | 2.0/121.7 | 2V | 9.0 | 105@4,800 | 137@2,800 | 16.1 | 8.9 | 4.0 | 3.42 | M5 | R | 14 | 32.8 |
| Supra | 102.2 | 181.9 | 68.7 | 51.6 | 3,450 | 37.4 | 44.1 | 58.5 | 58.5 | 6 | 3.0/168.4 | F.I. | 9.2 | 200@6,000 | 185@4,800 | 18.5 | 8.5 | 6.0 | 4.10 | M5 | R | 14 | 35.4 |
| Cressida Sedan | 104.5 | 187.8 | 66.5 | 54.1 | 3,142 | 38.8 | 42.0 | 54.7 | 54.9 | 6 | 2.8/168.4 | F.I. | 9.2 | 156@5,200 | 165@4,400 | 17.2 | 9.5 | 6.0 | 4.10 | A4 | R | 14 | 34.8 |
| Cressida Wagon | 104.5 | 187.8 | 66.5 | 55.7 | 3,097 | 38.8 | 42.0 | 54.7 | 54.5 | 6 | 2.8/168.4 | F.I. | 9.2 | 156@5,200 | 165@4,400 | 17.2 | 9.5 | 6.0 | 4.10 | A4 | R | 14 | 34.8 |
| MR2 | 91.3 | 154.5 | 65.6 | 48.6 | 2,282 | 37.4 | 43.0 | 56.7 | 56.7 | 4 | 1.6/96.8 | F.I. | 9.4 | 112@6,600 | 97@4,800 | 15.2 | N.A. | N.A. | 4.30 | M5 | R | 15 | 32.8 |
| **VOLKSWAGEN** Cabriolet | 94.5 | 151.3 | 64.2 | 55.6 | 2,254 | N.A. | N.A. | 54.7 | 53.5 | 4 | 1.8/109 | F.I. | 8.5 | 90@5,500 | 100@3,000 | 13.8 | 7.3 | 4.3 | 3.67 | M5 | F | 13 | 31.2 |
| Scirocco | 94.5 | 165.7 | 64 | 51.4 | 2,221 | N.A. | N.A. | 54.7 | 53.5 | 4 | 1.8/109 | F.I. | 8.5 | 90@5,500 | 100@3,000 | 13.8 | 7.3 | 4.3 | 3.67 | M5 | F | 13 | 31.2 |
| Jetta | 97.3 | 171.7 | 65.5 | 55.7 | 2,275 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.8/109 | F.I. | 8.5 | 85@5,250 | 98@3,000 | 14.5 | 7.3 | 4.3 | 3.67 | M5 | F | 13 | 34.4 |
| Jetta (diesel) | 97.3 | 171.7 | 65.5 | 55.7 | 2,264 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.6/97 | F.I. | 23.0 | 52@4,800 | 71@2,000 | 14.5 | 7.3 | 4.7 | 3.94 | M5 | F | 13 | 34.4 |
| Jetta (turbodiesel) | 97.3 | 171.7 | 65.5 | 55.7 | 2,264 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.6/97 | F.I. | 23.0 | 68@4,500 | 98@2,500 | 14.5 | 7.3 | 4.7 | 3.94 | M5 | F | 13 | 34.4 |
| Jetta GLI | 97.3 | 171.7 | 66.1 | 55.7 | 2,348 | N.A. | N.A. | 56.3 | 56.0 | 4 | 1.8/109 | F.I. | 10.0 | 102@5,250 | 110@3,250 | 14.5 | 7.3 | 4.3 | 3.67 | M5 | F | 14 | 34.4 |
| Quantum | 100.4 | 180.2 | 66.9 | 55.1 | 2,661 | N.A. | N.A. | 55.7 | 56.0 | 5 | 2.2/136 | F.I. | 8.5 | 110@5,500 | 122@2,400 | 15.8 | 7.3 | 5.3 | 4.9 | M5 | F | 13 | |
| **VOLVO** 240 DL Sedan | 104.3 | 188.8 | 67.2 | 56.2 | 2,919 | 37.4 | 39.8 | 56.3 | 53.5 | 4 | 2.3/141 | F.I. | 9.8 | 114@5,400 | 136@2,750 | 15.8 | 11.5 | 4.7 | 3.31 | M5 | R | 14 | 32.2 |
| 240 DL Wagon | 104.3 | 188.8 | 67.2 | 57.5 | 3,188 | 37.4 | 39.8 | 56.3 | 53.5 | 4 | 2.3/141 | F.I. | 9.8 | 114@5,400 | 136@2,750 | 15.8 | 10.0 | 4.7 | 3.31 | M5 | R | 14 | 32.2 |
| 740 GLE | 109.1 | 188.4 | 68.9 | 55.5 | 2,952 | 38.2 | 40.5 | 57.5 | 57.5 | 4 | 2.3/141 | F.I. | 9.5 | 114@5,400 | 136@2,750 | 15.8 | 10.5 | 6.8 | 3.91 | A4 | R | 15 | 32.2 |
| 740 GT (turbo) | 109.1 | 188.4 | 68.9 | 55.5 | 3,049 | 38.2 | 40.5 | 57.5 | 57.5 | 4 | 2.3/141 | F.I. | 8.7 | 160@5,300 | 187@2,900 | 15.8 | 10.5 | 6.8 | 3.73 | A4 | R | 15 | 32.2 |
| 745 Wagon (turbodiesel) | 109.1 | 188.4 | 69.3 | 56.5 | 3,245 | 38.6 | 40.9 | 57.9 | 57.5 | 6 | 2.4/145 | F.I. | 23.0 | 106@4,800 | 140@2,400 | 15.8 | 11.5 | 7.4 | 3.54 | M5 | R | 14 | 32.2 |
| 760 GLE Turbo | 109.1 | 188.4 | 68.9 | 55.5 | 3,038 | 38.2 | 40.5 | 57.5 | 57.5 | 4 | 2.3/141 | F.I. | 8.3 | 157@5,300 | 184@2,900 | 15.8 | 10.5 | 6.8 | 3.54 | A4 | R | 15 | 32.2 |
| 760 GLE Sedan | 109.1 | 188.4 | 68.9 | 55.5 | 2,979 | 38.2 | 40.5 | 57.5 | 57.5 | V-6 | 2.8/173 | F.I. | 8.8 | 134@5,500 | 159@2,750 | 15.8 | 10.5 | 6.8 | 3.54 | A4 | R | 15 | 32.2 |
| 765 GLE Turbo Wagon | 109.1 | 188.4 | 69.3 | 56.5 | 3,185 | 38.6 | 40.9 | 57.9 | 57.5 | 4 | 2.3/141 | F.I. | 8.7 | 160@5,300 | 187@2,900 | 15.8 | 10.5 | 4.7 | 3.73 | M5 | R | 15 | 32.2 |
| **YUGO** 3-dr. Hatch | 84.7 | 139.0 | 60.7 | 54.7 | 1,832 | 35.8 | N.A. | 51.5 | 51.7 | 4 | 1.1/67.1 | 2V | 9.2 | 55@6,000 | 52@4,600 | 8.5 | 6.9 | 4.7 | 3.76 | M4 | F | 13 | 31.1 |

**NOTE:** This table has been compiled from information supplied by factories, distributors and other direct sources. Every reasonable precaution has been taken to insure accuracy, but Automotive News cannot assume any liability by reason of inaccuracies or omissions. Specifications are subject to change without notice.

List of Abbreviations:
N.A.—Information not available.
F.I.—Fuel Injection.
H.O.—Horizontally Opposed.

## PRODUCTS/SPECIFICATIONS

# EPA mileage ratings for 1986 models

### TWO-SEATERS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Alfa Romeo Spider | 21 | 28 | 120 | M5 |
| Bertone X1/9 | 23 | 28 | 91 | M5 |
| Chevrolet Corvette | 17 | 24 | 350 | L4 |
| Chevrolet Corvette | 17 | 24 | 350 | M4 |
| Chevrolet Corvette Conv | 17 | 24 | 350 | L4 |
| Chevrolet Corvette Conv | 17 | 24 | 350 | M4 |
| Ford EXP | 25 | 30 | 113 | A3 |
| Ford EXP | 27 | 34 | 113 | M5 |
| Ford EXP | 22 | 28 | 113 | A3 |
| Ford EXP | 24 | 33 | 113 | M5 |
| Honda Civic Coupe | 29 | 35 | 91 | L4 |
| Honda Civic Coupe | 31 | 37 | 91 | M5 |
| Honda Civic Coupe FI | 30 | 33 | 91 | M5 |
| Honda Civic Coupe HF | 45 | 50 | 91 | M5 |
| Honda Civic Coupe HF | 52 | 57 | 91 | M5 |
| Mercedes-Benz 560 SL | 14 | 17 | 338 | A4 |
| Nissan 300-ZX | 18 | 25 | 181 | L4 |
| Nissan 300-ZX | 18 | 25 | 181 | M5 |
| Pontiac Fiero | 25 | 32 | 151 | L3 |
| Pontiac Fiero | 24 | 35 | 151 | M5 |
| Pontiac Fiero | 18 | 25 | 173 | L3 |
| Pontiac Fiero | 19 | 27 | 173 | M4 |
| Subaru XT-DL | 25 | 32 | 109 | M5 |
| Toyota MR2 | 25 | 31 | 97 | L4 |
| Toyota MR2 | 26 | 31 | 97 | M5 |

### MINICOMPACTS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Alfa Romeo GTV | 19 | 26 | 152 | M5 |
| Chevrolet Sprint | 40 | 42 | 61 | A3 |
| Chevrolet Sprint | 44 | 50 | 61 | M5 |
| Chevrolet Sprint ER | 55 | 60 | 61 | M5 |
| Mazda RX-7 | 17 | 24 | 80 | L4 |
| Mazda RX-7 | 17 | 24 | 80 | M5 |
| *Pontiac Firefly FE | 40 | 42 | 61 | A3 |
| *Pontiac Firefly FE | 44 | 50 | 61 | M5 |
| Porsche 911 Turbo | 16 | 22 | 201 | M4 |
| Suzuki Forsa | 40 | 42 | 61 | A3 |
| Suzuki Forsa | 44 | 50 | 61 | M5 |
| Volkswagen Cabriolet | 23 | 25 | 109 | A3 |
| Volkswagen Cabriolet | 24 | 29 | 109 | M5 |

### SUBCOMPACTS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Audi Coupe GT | 18 | 23 | 136 | A3 |
| Audi Coupe GT | 19 | 25 | 136 | M5 |
| Audi 4000CS Quattro | 18 | 22 | 136 | M5 |
| Audi 4000S | 23 | 27 | 109 | A3 |
| Audi 4000S | 25 | 30 | 109 | M5 |
| Chevrolet Camaro | 23 | 32 | 151 | M5 |
| Chevrolet Camaro | 19 | 27 | 173 | L4 |
| Chevrolet Camaro | 17 | 26 | 173 | M5 |
| Chevrolet Camaro | 17 | 25 | 305 | L4 |
| Chevrolet Camaro | 16 | 26 | 305 | M5 |
| Chevrolet Camaro | 17 | 25 | 305 | L4 |
| Chevrolet Cavalier Conv. | 22 | 28 | 121 | L3 |
| Chevrolet Cavalier Conv. | 25 | 32 | 121 | M4 |
| Chevrolet Cavalier Conv. | 24 | 32 | 121 | M5 |
| Chevrolet Cavalier Conv. | 18 | 25 | 173 | L3 |
| Chevrolet Cavalier Conv. | 18 | 24 | 173 | M4 |
| Chevrolet Chevette | 25 | 30 | 98 | L3 |
| Chevrolet Chevette | 28 | 34 | 98 | M4 |
| Chevrolet Chevette | 27 | 35 | 98 | M5 |
| Chevrolet Chevette Diesel | 40 | 46 | 111 | M5 |
| Chevrolet Spectrum | 31 | 34 | 90 | A3 |
| Chevrolet Spectrum | 38 | 42 | 90 | M5 |
| Chevrolet Sprint Plus | 41 | 43 | 61 | A3 |
| Chevrolet Sprint Plus | 44 | 50 | 61 | M5 |
| Chrysler Laser | 24 | 27 | 135 | A3 |
| Chrysler Laser Turbo | 20 | 24 | 135 | A3 |
| Chrysler Laser Turbo | 19 | 28 | 135 | M5 |
| Chrysler Laser | 25 | 35 | 135 | M5 |
| Chrysler Laser | 23 | 25 | 152 | A3 |
| Chrysler Laser | 23 | 32 | 152 | M5 |
| Chrysler LeBaron Conv. | 24 | 27 | 135 | A3 |
| Chrysler LeBaron Turbo Conv. | 20 | 24 | 135 | A3 |
| Chrysler LeBaron Conv. | 23 | 25 | 152 | A3 |
| Dodge Charger | 28 | 33 | 97 | M4 |
| Dodge Charger | 31 | 39 | 97 | M4 |
| Dodge Charger | 24 | 30 | 135 | A3 |
| Dodge Charger | 22 | 30 | 135 | M5 |
| Dodge Charger | 26 | 36 | 135 | M5 |
| Dodge Charger Turbo | 20 | 27 | 135 | M5 |
| Dodge Colt | 29 | 32 | 90 | L3 |
| Dodge Colt | 36 | 41 | 90 | M4 |
| Dodge Colt | 33 | 39 | 90 | M5 |
| Dodge Colt Turbo | 24 | 26 | 98 | L3 |
| Dodge Colt Turbo | 24 | 31 | 98 | M5 |
| Dodge Conquest Turbo | 19 | 24 | 156 | L4 |
| Dodge Conquest Turbo | 19 | 24 | 156 | M5 |
| Dodge Daytona | 24 | 27 | 135 | A3 |
| Dodge Daytona Turbo | 20 | 24 | 135 | A3 |
| Dodge Daytona Turbo | 19 | 28 | 135 | M5 |
| Dodge Daytona | 25 | 35 | 135 | M5 |
| Dodge Daytona | 23 | 25 | 152 | A3 |
| Dodge Daytona | 23 | 32 | 152 | M5 |
| Dodge 600 Conv. | 24 | 27 | 135 | A3 |
| Dodge 600 Conv. Turbo | 20 | 24 | 135 | A3 |
| Dodge 600 Conv. | 23 | 25 | 152 | A3 |
| *Ford Laser | 25 | 30 | 98 | A3 |
| *Ford Laser | 26 | 30 | 98 | M4 |
| Ford Mustang | 21 | 25 | 140 | A3 |
| Ford Mustang | 23 | 28 | 140 | M4 |
| Ford Mustang Turbo | 20 | 26 | 140 | M5 |
| Ford Mustang | 19 | 23 | 231 | L3 |
| Ford Mustang | 17 | 25 | 302 | M5 |
| Honda Accord | 24 | 30 | 119 | L4 |
| Honda Accord | 27 | 33 | 119 | M5 |
| Honda Accord FI | 23 | 29 | 119 | L4 |
| Honda Accord FI | 25 | 30 | 119 | M5 |
| Honda Civic | 37 | 43 | 82 | M4 |
| Honda Civic | 28 | 32 | 91 | L4 |
| Honda Civic | 30 | 35 | 91 | M5 |
| Honda Civic FI | 30 | 33 | 91 | M5 |
| Honda Prelude | 23 | 30 | 112 | L4 |
| Honda Prelude | 24 | 32 | 112 | M5 |
| Honda Prelude Si | 23 | 29 | 119 | L4 |
| Honda Prelude Si | 25 | 30 | 119 | M5 |
| Isuzu I-Mark | 31 | 34 | 90 | A3 |
| Isuzu I-Mark | 34 | 40 | 90 | M5 |
| Isuzu I-Mark | 38 | 42 | 90 | M5 |
| Isuzu Impulse | 22 | 25 | 119 | A4 |
| Isuzu Impulse | 22 | 28 | 119 | M5 |
| Isuzu Impulse Turbo | 20 | 25 | 121 | L4 |
| Isuzu Impulse Turbo | 20 | 25 | 121 | M5 |
| Jaguar XJ-S | 13 | 17 | 326 | A3 |
| Jaguar XJ-6 | 15 | 19 | 258 | A3 |
| Mercury Capri | 21 | 25 | 140 | A3 |
| Mercury Capri | 23 | 28 | 140 | M4 |
| Mercury Capri | 19 | 23 | 231 | L3 |
| Mercury Capri | 17 | 25 | 302 | M5 |
| Mercedes-Benz 190 | 20 | 23 | 140 | A4 |
| Mercedes-Benz 190 | 21 | 24 | 140 | A4 |
| Mercedes-Benz 190 | 18 | 26 | 140 | M5 |
| Mercedes-Benz 190 | 19 | 27 | 140 | M5 |
| Mercedes-Benz 190 | 30 | 34 | 152 | A4 |
| Mercedes-Benz 190 | 29 | 37 | 152 | M5 |
| Mitsubishi Cordia | 22 | 28 | 110 | M5 |
| Mitsubishi Cordia | 24 | 26 | 122 | L3 |
| Mitsubishi Corida | 25 | 32 | 122 | M5 |
| Mitsubishi Mirage | 29 | 32 | 90 | L3 |
| Mitsubishi Mirage | 36 | 41 | 90 | M4 |
| Mitsubishi Mirage | 33 | 39 | 90 | M5 |
| Mitsubishi Mirage Turbo | 24 | 26 | 98 | L3 |
| Mitsubishi Mirage Turbo | 24 | 31 | 98 | M5 |
| Mitsubishi Starion Turbo | 19 | 24 | 156 | L4 |
| Mitsubishi Starion Turbo | 19 | 24 | 156 | M5 |
| Mitsubishi Tredia Turbo | 22 | 28 | 110 | M5 |
| Mitsubishi Tredia | 24 | 26 | 122 | L3 |
| Mitsubishi Tredia | 24 | 31 | 122 | M5 |
| Nissan Pulsar NX | 27 | 30 | 98 | L3 |
| Nissan Pulsar NX | 31 | 38 | 98 | M5 |
| Nissan Sentra | 27 | 30 | 98 | L3 |
| Nissan Sentra | 31 | 38 | 98 | M5 |
| Nissan Sentra Diesel | 45 | 50 | 103 | M4 |
| Nissan 200-SX Turbo | 22 | 27 | 110 | M5 |
| Nissan 200-SX | 22 | 28 | 120 | L4 |
| Nissan 200-SX | 22 | 27 | 120 | M5 |
| Nissan 300-ZX 2 + 2 | 17 | 25 | 181 | L4 |
| Nissan 300-ZX 2 + 2 | 18 | 26 | 181 | M5 |
| Plymouth Colt | 29 | 32 | 90 | L3 |
| Plymouth Colt | 36 | 41 | 90 | M4 |
| Plymouth Colt | 33 | 39 | 90 | M5 |
| Plymouth Colt Turbo | 24 | 26 | 98 | L3 |
| Plymouth Colt Turbo | 24 | 31 | 98 | M5 |
| Plymouth Conquest Turbo | 19 | 24 | 156 | L4 |
| Plymouth Conquest Turbo | 19 | 24 | 156 | M5 |
| Plymouth Turismo | 28 | 33 | 97 | M4 |
| Plymouth Turismo | 31 | 39 | 97 | M4 |
| Plymouth Turismo | 24 | 30 | 135 | A3 |
| Plymouth Turismo | 22 | 30 | 135 | M5 |
| Plymouth Turismo | 26 | 35 | 135 | M5 |
| Pontiac Firebird FI | 23 | 32 | 151 | M5 |
| Pontiac Firebird FI | 19 | 27 | 173 | L4 |
| Pontiac Firebird FI | 17 | 26 | 173 | M5 |
| Pontiac Firebird | 17 | 25 | 305 | L4 |
| Pontiac Firebird | 16 | 26 | 305 | M5 |
| Pontiac Firebird | 17 | 25 | 305 | L4 |
| *Pontiac Firefly | 41 | 43 | 61 | A3 |
| *Pontiac Firefly | 44 | 50 | 61 | M5 |
| Pontiac Sunbird Conv. Turbo | 20 | 27 | 110 | L3 |
| Pontiac Sunbird Conv | 24 | 30 | 110 | L3 |
| Pontiac Sunbird Conv. Turbo | 21 | 28 | 110 | M4 |
| Pontiac Sunbird Conv | 26 | 35 | 110 | M5 |
| Pontiac 1000 | 25 | 30 | 98 | L3 |
| Pontiac 1000 | 28 | 34 | 98 | M4 |
| Pontiac 1000 | 27 | 34 | 98 | M5 |
| Renault Alliance Conv | 21 | 23 | 105 | A3 |
| Renault Alliance Conv | 27 | 32 | 105 | M5 |
| Renault Fuego | 20 | 24 | 132 | A3 |
| Renault Fuego | 23 | 31 | 132 | M5 |
| Rolls-Royce Corniche II/ Continental | 8 | 11 | 412 | A3 |
| Subaru Hatchback | 31 | 38 | 97 | M4 |
| Subaru Hatchback | 28 | 32 | 97 | M5 |
| Subaru Hatchback | 23 | 25 | 109 | L3 |
| Subaru Hatchback | 26 | 31 | 109 | M5 |
| Subaru XT | 24 | 27 | 109 | L3 |
| Subaru XT Turbo | 23 | 25 | 109 | L3 |
| Subaru XT | 25 | 32 | 109 | M5 |
| Subaru XT Turbo | 25 | 30 | 109 | M5 |
| Suzuki Forsa V | 41 | 43 | 61 | A3 |
| Suzuki Forsa V | 44 | 50 | 61 | M5 |
| Toyota Celica | 23 | 29 | 122 | L4 |
| Toyota Celica | 25 | 30 | 122 | L4 |
| Toyota Celica | 25 | 31 | 122 | M5 |
| Toyota Celica | 23 | 29 | 122 | M5 |
| Toyota Celica Supra | 19 | 24 | 168 | L4 |
| Toyota Celica Supra | 18 | 22 | 168 | M5 |
| Toyota Corolla Sport | 27 | 33 | 97 | L4 |
| Toyota Corolla Sport | 28 | 33 | 97 | M5 |
| Toyota Corolla Sport FI | 26 | 31 | 97 | M5 |
| Toyota Tercel | 30 | 32 | 89 | A3 |
| Toyota Tercel | 35 | 39 | 89 | M4 |
| Toyota Tercel | 31 | 38 | 89 | M5 |
| Volkswagen Scirocco | 23 | 25 | 109 | A3 |
| Volkswagen Scirocco | 24 | 29 | 109 | M5 |

### COMPACTS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| BMW 5-Series | 23 | 29 | 149 | L4 |
| BMW 5-Series | 18 | 24 | 164 | L4 |
| BMW 5-Series | 20 | 24 | 164 | M5 |
| Buick Skyhawk | 24 | 31 | 110 | L3 |
| Buick Skyhawk Turbo | 20 | 27 | 110 | L3 |
| Buick Skyhawk Turbo | 21 | 28 | 110 | M4 |
| Buick Skyhawk | 27 | 37 | 110 | M5 |
| Buick Skyhawk | 23 | 29 | 121 | L3 |
| Buick Skyhawk | 25 | 32 | 121 | M4 |
| Buick Somerset/Skylark | 23 | 32 | 151 | L3 |
| Buick Somerset/Skylark | 23 | 34 | 151 | M5 |
| Buick Somerset/Skylark | 19 | 27 | 181 | L3 |
| Cadillac Cimarron | 22 | 27 | 121 | L3 |
| Cadillac Cimarron | 24 | 32 | 121 | M5 |
| Cadillac Cimarron | 18 | 25 | 173 | L3 |
| Cadillac Cimarron | 17 | 22 | 173 | M4 |
| Chevrolet Cavalier | 23 | 29 | 121 | L3 |
| Chevrolet Cavalier | 26 | 33 | 121 | M4 |
| Chevrolet Cavalier | 24 | 32 | 121 | M5 |
| Chevrolet Cavalier | 19 | 24 | 173 | L3 |
| Chevrolet Cavalier | 19 | 26 | 173 | M4 |
| Chevrolet Nova | 28 | 32 | 97 | L3 |
| Chevrolet Nova | 30 | 37 | 97 | M5 |
| Dodge Omni | 28 | 33 | 97 | M4 |
| Dodge Omni | 31 | 39 | 97 | M4 |
| Dodge Omni | 24 | 29 | 135 | A3 |
| Dodge Omni | 22 | 30 | 135 | M5 |
| Dodge Omni | 26 | 35 | 135 | M5 |
| Dodge Omni Turbo | 20 | 27 | 135 | M5 |
| Ford Escort | 25 | 30 | 113 | A3 |
| Ford Escort | 32 | 41 | 113 | M4 |
| Ford Escort | 27 | 34 | 113 | M5 |
| Ford Escort FI | 22 | 28 | 113 | A3 |
| Ford Escort FI | 24 | 33 | 113 | M5 |
| Ford Escort Diesel | 36 | 43 | 122 | M5 |
| Ford Escort FS Diesel | 41 | 49 | 122 | M5 |
| Ford Tempo Diesel | 36 | 44 | 122 | M5 |
| Ford Thunderbird Turbo | 18 | 22 | 140 | A3 |
| Ford Thunderbird Turbo | 20 | 26 | 140 | M5 |
| Ford Thunderbird | 19 | 26 | 231 | A4 |
| Ford Thunderbird | 19 | 23 | 231 | L3 |
| Mercury Cougar Turbo | 18 | 22 | 140 | A3 |
| Mercury Cougar Turbo | 20 | 26 | 140 | M5 |
| Mercury Cougar | 19 | 26 | 231 | A4 |
| Mercury Cougar | 19 | 23 | 231 | L3 |
| Mercury Lynx | 25 | 30 | 113 | A3 |
| Mercury Lynx | 32 | 41 | 113 | M4 |
| Mercury Lynx | 27 | 34 | 113 | M5 |
| Mercury Lynx FI | 22 | 28 | 113 | A3 |
| Mercury Lynx FI | 24 | 32 | 113 | M5 |
| Mercury Lynx FI | 36 | 43 | 122 | M5 |
| Mercury Topaz Diesel | 36 | 44 | 122 | M5 |
| Mazda 323 | 25 | 30 | 98 | A3 |
| Mazda 323 | 26 | 30 | 98 | M4 |
| Mazda 323 | 28 | 34 | 98 | M5 |
| Mazda 626 | 24 | 28 | 122 | A3 |
| Mazda 626 Turbo | 22 | 28 | 122 | M5 |
| Mazda 626 | 26 | 32 | 122 | M5 |
| Mercedes-Benz 300E | 18 | 22 | 181 | A4 |
| Mercedes-Benz 300E | 18 | 25 | 181 | M5 |
| Mercedes-Benz 560SEC | 14 | 16 | 338 | A4 |
| Merkur XR4Ti Turbo | 18 | 22 | 140 | A3 |
| Merkur XR4Ti Turbo | 19 | 24 | 140 | M5 |
| Mitsubishi Galant | 21 | 26 | 143 | L4 |
| Nissan Maxima | 18 | 24 | 181 | L4 |
| Nissan Maxima | 19 | 26 | 181 | M5 |
| Nissan Stanza | 23 | 26 | 120 | L3 |
| Nissan Stanza | 26 | 33 | 120 | M5 |
| Oldsmobile Calais | 23 | 32 | 151 | L3 |
| Oldsmobile Calais | 23 | 34 | 151 | M5 |
| Oldsmobile Calais | 19 | 27 | 181 | L3 |
| Oldsmobile Firenza Turbo | 20 | 27 | 110 | L3 |
| Oldsmobile Firenza | 24 | 31 | 110 | L3 |
| Oldsmobile Firenza Turbo | 21 | 28 | 110 | M4 |
| Oldsmobile Firenza | 27 | 37 | 110 | M5 |
| Oldsmobile Firenza | 23 | 29 | 121 | L3 |
| Oldsmobile Firenza | 25 | 32 | 121 | M4 |
| Oldsmobile Firenza | 19 | 24 | 173 | L3 |
| Oldsmobile Firenza | 19 | 26 | 173 | M4 |
| Peugeot 505 Sedan | 20 | 23 | 120 | L4 |
| Peugeot 505 Sedan | 20 | 24 | 120 | M5 |
| Peugeot 505 Sedan | 19 | 22 | 131 | L4 |
| Peugeot 505 Sedan | 19 | 24 | 131 | M5 |
| Plymouth Horizon | 28 | 33 | 97 | M4 |
| Plymouth Horizon | 31 | 39 | 97 | M4 |
| Plymouth Horizon | 24 | 29 | 135 | A3 |
| Plymouth Horizon | 26 | 35 | 135 | M5 |
| Pontiac Grand Am | 23 | 32 | 151 | L3 |
| Pontiac Grand Am | 23 | 34 | 151 | M5 |
| Pontiac Grand Am | 19 | 27 | 181 | L3 |
| Pontiac Sunbird | 24 | 31 | 110 | L3 |
| Pontiac Sunbird Turbo | 20 | 27 | 110 | L3 |
| Pontiac Sunbird Turbo | 21 | 28 | 110 | M4 |
| Pontiac Sunbird | 27 | 37 | 110 | M5 |
| Renault Alliance/Encore | 26 | 30 | 85 | A3 |
| Renault Alliance/Encore | 32 | 38 | 85 | M4 |
| Renault Alliance/Encore | 35 | 41 | 85 | M4 |
| Renault Alliance/Encore | 33 | 39 | 85 | M5 |
| Renault Alliance/Encore | 24 | 28 | 105 | A3 |
| Renault Alliance/Encore | 30 | 37 | 105 | M5 |
| Rolls-Royce Camargue | 8 | 11 | 412 | A3 |
| Saab 900 | 19 | 23 | 121 | A3 |
| Saab 900 Turbo | 18 | 22 | 121 | A3 |
| Saab 900 | 21 | 28 | 121 | M5 |
| Saab 900 Turbo | 20 | 26 | 121 | M5 |
| Saab 900 | 20 | 24 | 121 | M5 |
| Subaru Sedan/3-Door | 26 | 31 | 109 | M5 |
| Subaru Sedan/3-Door Turbo | 23 | 25 | 109 | L3 |
| Subaru Sedan/3-Door | 25 | 27 | 109 | L3 |
| Subaru Sedan/3-Door Turbo | 25 | 30 | 109 | M5 |
| Subaru 3-Door 4WD Turbo | 24 | 29 | 109 | M5 |
| Toyota Camry Turbo | 30 | 36 | 120 | L4 |
| Toyota Camry | 26 | 32 | 122 | L4 |
| Toyota Camry | 28 | 34 | 122 | M5 |
| Toyota Corolla | 28 | 33 | 97 | L3 |
| Toyota Corolla | 28 | 35 | 97 | L4 |
| Toyota Corolla | 31 | 37 | 97 | M5 |
| Toyota Cressida | 19 | 23 | 168 | L4 |
| Toyota Cressida | 19 | 24 | 168 | M5 |
| Volkswagen Golf Diesel | 37 | 44 | 97 | M5 |
| Volkswagen Golf | 23 | 27 | 109 | A3 |
| Volkswagen Golf | 27 | 34 | 109 | M5 |
| Volkswagen GTI | 26 | 31 | 109 | M5 |
| Volkswagen Jetta Diesel | 37 | 44 | 97 | M5 |
| Volkswagen Jetta Diesel | 36 | 43 | 97 | M5 |
| Volkswagen Jetta | 23 | 27 | 109 | A3 |
| Volkswagen Jetta | 27 | 34 | 109 | M5 |
| Volkswagen Jetta GLI | 23 | 27 | 109 | A3 |
| Volkswagen Jetta GLI | 26 | 31 | 109 | M5 |
| Volkswagen Quantum | 18 | 22 | 136 | A3 |
| Volkswagen Quantum | 19 | 24 | 136 | M5 |
| Volvo 240DL/240GL | 21 | 24 | 141 | A4 |
| Volvo 240DL/240GL | 23 | 28 | 141 | M4 |

### MID-SIZE CARS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Audi 5000CS Quattro Turbo | 17 | 25 | 136 | M5 |
| Audi 5000S | 18 | 22 | 136 | A3 |
| Audi 5000S | 19 | 26 | 136 | M5 |
| Buick Century | 22 | 32 | 151 | L3 |
| Buick Century | 19 | 26 | 173 | L3 |
| Buick Century | 20 | 28 | 173 | L4 |
| Buick Century | 19 | 29 | 231 | L4 |
| Buick Regal | 18 | 24 | 231 | L3 |
| Buick Regal Turbo | 17 | 24 | 231 | L4 |
| Buick Regal | 17 | 23 | 307 | L3 |
| Buick Regal | 18 | 25 | 307 | L4 |
| Buick Riviera | 19 | 30 | 231 | L4 |
| Cadillac Eldorado | 17 | 26 | 249 | L4 |
| Cadillac Seville | 17 | 26 | 249 | L4 |
| Chevrolet Celebrity FI | 22 | 32 | 151 | L3 |
| Chevrolet Celebrity FI | 23 | 31 | 151 | M4 |
| Chevrolet Celebrity | 19 | 26 | 173 | L3 |
| Chevrolet Celebrity | 20 | 28 | 173 | L4 |
| Chevrolet Celebrity FI | 18 | 25 | 173 | L3 |
| Chevrolet Celebrity FI | 19 | 28 | 173 | L4 |
| Chevrolet Monte Carlo FI | 18 | 23 | 262 | L3 |
| Chevrolet Monte Carlo FI | 18 | 27 | 262 | L4 |
| Chevrolet Monte Carlo | 17 | 25 | 305 | L4 |
| Chrysler LeBaron | 20 | 24 | 135 | A3 |
| Chrysler LeBaron | 24 | 27 | 135 | A3 |
| Chrysler LeBaron | 23 | 25 | 152 | A3 |
| Chrysler LeBaron GTS Turbo | 20 | 24 | 135 | A3 |
| Chrysler LeBaron GTS | 24 | 27 | 135 | A3 |
| Chrysler LeBaron GTS Turbo | 19 | 28 | 135 | M5 |
| Chrysler LeBaron GTS | 25 | 35 | 135 | M5 |
| Chrysler LeBaron GTS | 23 | 25 | 152 | A3 |
| Chrysler LeBaron GTS | 23 | 32 | 152 | M5 |
| Chrysler Limousine Turbo | 19 | 23 | 135 | A3 |
| Chrysler New Yorker Turbo | 20 | 24 | 135 | A3 |
| Chrysler New Yorker | 23 | 25 | 152 | A3 |
| Chrysler Newport/ Fifth Avenue | 16 | 21 | 318 | L3 |
| Dodge Aries | 24 | 28 | 135 | A3 |
| Dodge Aries | 25 | 35 | 135 | M5 |
| Dodge Aries | 23 | 26 | 152 | A3 |
| Dodge Diplomat | 16 | 21 | 318 | L3 |
| Dodge Lancer | 24 | 27 | 135 | A3 |
| Dodge Lancer Turbo | 20 | 24 | 135 | A3 |
| Dodge Lancer Turbo | 19 | 28 | 135 | M5 |
| Dodge Lancer | 25 | 35 | 135 | M5 |
| Dodge Lancer | 23 | 25 | 152 | A3 |
| Dodge Lancer | 23 | 32 | 152 | M5 |
| Dodge 600 Turbo | 20 | 24 | 135 | A3 |
| Dodge 600 | 24 | 27 | 135 | A3 |
| Dodge 600 | 23 | 25 | 152 | A3 |
| Ford LTD | 21 | 25 | 140 | A3 |
| Ford LTD | 19 | 23 | 231 | L3 |
| Lincoln Continental | 18 | 26 | 302 | L4 |
| Lincoln Mark VII | 18 | 26 | 302 | L4 |
| Mercury Marquis | 21 | 25 | 140 | A3 |
| Mercury Marquis FI | 19 | 23 | 231 | L3 |
| Mercedes-Benz 420SEL | 15 | 18 | 256 | A4 |
| Mercedes-Benz 560SEL | 14 | 16 | 338 | A4 |
| Oldsmobile Cutlass Ciera FI | 22 | 32 | 151 | L3 |
| Oldsmobile Cutlass Ciera | 19 | 26 | 173 | L3 |
| Oldsmobile Cutlass Ciera | 20 | 28 | 173 | L4 |
| Oldsmobile Cutlass Ciera FI | 18 | 25 | 173 | L3 |
| Oldsmobile Cutlass Ciera FI | 19 | 28 | 173 | L4 |
| Oldsmobile Cutlass Ciera FI | 19 | 30 | 231 | L4 |
| Oldsmobile Cutlass Supreme | 18 | 24 | 231 | L3 |
| Oldsmobile Cutlass Supreme | 17 | 23 | 307 | L3 |
| Oldsmobile Cutlass Supreme | 18 | 25 | 307 | L4 |
| Oldsmobile Toronado | 19 | 30 | 231 | L4 |
| Plymouth Caravelle | 24 | 27 | 135 | A3 |
| Plymouth Caravelle Turbo | 20 | 24 | 135 | A3 |
| Plymouth Caravelle | 23 | 25 | 152 | A3 |
| Plymouth Grand Fury | 16 | 21 | 318 | L3 |
| Plymouth Reliant | 24 | 28 | 135 | A3 |
| Plymouth Reliant | 25 | 35 | 135 | M5 |
| Plymouth Reliant | 23 | 26 | 152 | A3 |
| Pontiac Bonneville | 18 | 24 | 231 | L3 |
| Pontiac Bonneville FI | 18 | 23 | 262 | L3 |
| Pontiac Bonneville FI | 18 | 27 | 262 | L4 |
| Pontiac Bonneville | 17 | 25 | 305 | L4 |
| Pontiac Grand Prix | 18 | 24 | 231 | L3 |
| Pontiac Grand Prix FI | 18 | 23 | 262 | L3 |
| Pontiac Grand Prix FI | 18 | 27 | 262 | L4 |
| Pontiac Grand Prix | 17 | 25 | 305 | L4 |
| Pontiac 6000 FI | 22 | 32 | 151 | L3 |
| Pontiac 6000 | 19 | 26 | 173 | L3 |
| Pontiac 6000 | 20 | 28 | 173 | L4 |
| Pontiac 6000 FI | 18 | 24 | 173 | L3 |
| Pontiac 6000 FI | 18 | 26 | 173 | L4 |
| Rolls-Royce Silver Spirit/Spur/Mulsanne | 9 | 10 | 412 | A3 |
| Volvo 740/760 Turbo | 19 | 22 | 141 | A4 |
| Volvo 740/760 | 22 | 25 | 141 | L4 |
| Volvo 740/760 Turbo | 20 | 25 | 141 | M4 |
| Volvo 740/760 | 23 | 28 | 141 | M4 |
| Volvo 740/760 Diesel | 24 | 27 | 145 | L4 |
| Volvo 740/760 | 18 | 22 | 174 | A4 |

### STANDARDS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Buick Electra | 19 | 30 | 231 | L4 |
| Buick LeSabre | 19 | 30 | 231 | L4 |
| Cadillac DeVille | 17 | 26 | 249 | L4 |
| Cadillac Fleetwood Brougham | 18 | 25 | 307 | L4 |
| Cadillac Limousine | 17 | 24 | 249 | L4 |
| Chevrolet Caprice FI | 18 | 23 | 262 | L3 |
| Chevrolet Caprice FI | 18 | 25 | 262 | L4 |
| Chevrolet Caprice | 17 | 25 | 305 | L4 |
| Chevrolet Caprice | 18 | 25 | 307 | L4 |
| Ford LTD Crown Victoria | 18 | 26 | 302 | L4 |
| Lincoln Town Car | 18 | 26 | 302 | L4 |
| Mercury Grand Marquis | 18 | 26 | 302 | L4 |
| Oldsmobile Delta 88 Royale | 19 | 30 | 231 | L4 |
| Oldsmobile Ninety-Eight Regency | 19 | 30 | 231 | L4 |
| Pontiac Parisienne FI | 18 | 23 | 262 | L3 |
| Pontiac Parisienne FI | 18 | 25 | 262 | L4 |
| Pontiac Parisienne | 17 | 25 | 305 | L4 |
| Rolls-Royce Silver Spur Limousine | 8 | 10 | 412 | A3 |
| Saab 9000 | 21 | 28 | 121 | M5 |

### SMALL STATION WAGONS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Buick Skyhawk | 24 | 31 | 110 | L3 |
| Buick Skyhawk | 27 | 37 | 110 | M5 |
| Buick Skyhawk | 23 | 29 | 121 | L3 |
| Buick Skyhawk | 25 | 32 | 121 | M4 |
| Chevrolet Cavalier | 23 | 29 | 121 | L3 |
| Chevrolet Cavalier | 25 | 32 | 121 | M4 |
| Chevrolet Cavalier | 24 | 32 | 121 | M5 |
| Chevrolet Cavalier | 18 | 25 | 173 | L3 |
| Chevrolet Cavalier | 19 | 26 | 173 | M4 |
| Dodge Colt Vista | 23 | 24 | 122 | L3 |
| Dodge Colt Vista | 24 | 29 | 122 | M5 |
| Ford Escort | 25 | 30 | 113 | A3 |
| Ford Escort | 32 | 41 | 113 | M4 |
| Ford Escort | 27 | 34 | 113 | M5 |
| Ford Escort Diesel | 36 | 43 | 122 | M5 |
| Honda Civic | 28 | 32 | 91 | L4 |
| Honda Civic | 30 | 35 | 91 | M5 |
| Mercury Lynx | 25 | 30 | 113 | A3 |
| Mercury Lynx | 32 | 41 | 113 | M4 |
| Mercury Lynx | 27 | 34 | 113 | M5 |
| Mercury Lynx Diesel | 36 | 43 | 122 | M5 |
| *Mazda GLC | 22 | 23 | 91 | A3 |
| *Mazda GLC | 25 | 29 | 91 | M4 |
| *Mazda GLC | 25 | 30 | 91 | M5 |
| *Mitsubishi Space Wagon | 23 | 24 | 122 | L3 |
| Nissan Maxima | 18 | 24 | 181 | L4 |
| Nissan Sentra | 27 | 30 | 98 | L3 |
| Nissan Sentra | 31 | 38 | 98 | M5 |
| Oldsmobile Firenza | 24 | 31 | 110 | L3 |
| Oldsmobile Firenza | 27 | 37 | 110 | M5 |
| Oldsmobile Firenza | 23 | 29 | 121 | L3 |
| Oldsmobile Firenza | 25 | 32 | 121 | M4 |
| Oldsmobile Firenza | 18 | 25 | 173 | L3 |
| Oldsmobile Firenza | 19 | 25 | 173 | M4 |
| Plymouth Colt Vista | 23 | 24 | 122 | L3 |
| Plymouth Colt Vista | 24 | 29 | 122 | M5 |
| Pontiac Sunbird | 24 | 31 | 110 | L3 |
| Pontiac Sunbird | 27 | 37 | 110 | M5 |
| Renault Sportwagon | 20 | 24 | 132 | A3 |
| Renault Sportwagon | 23 | 31 | 132 | M5 |
| Subaru | 26 | 31 | 109 | M5 |
| Subaru FI | 25 | 26 | 109 | L3 |
| Subaru Turbo | 23 | 25 | 109 | L3 |
| Subaru Turbo | 25 | 30 | 109 | M5 |
| Toyota Tercel 2WD | 28 | 31 | 89 | A3 |
| Toyota Tercel 2WD | 31 | 37 | 89 | M5 |
| Toyota Tercel 4WD | 24 | 25 | 89 | A3 |
| Toyota Tercel 4WD | 27 | 32 | 89 | M5 |
| Volkswagen Quantum | 22 | 25 | 109 | A3 |
| Volkswagen Quantum | 25 | 31 | 109 | M5 |

### MID-SIZE STATION WAGONS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Audi 5000CS Quattro Turbo | 17 | 25 | 136 | M5 |
| Audi 5000S | 17 | 22 | 136 | A3 |
| Audi 5000S | 19 | 25 | 136 | M5 |
| Buick Century FI | 21 | 28 | 151 | L3 |
| Buick Century | 19 | 25 | 173 | L3 |
| Buick Century | 19 | 25 | 173 | L4 |
| Buick Century FI | 19 | 30 | 231 | L4 |
| Chevrolet Celebrity FI | 22 | 31 | 151 | L3 |
| Chevrolet Celebrity FI | 23 | 31 | 151 | M4 |
| Chevrolet Celebrity | 19 | 25 | 173 | L3 |
| Chevrolet Celebrity | 19 | 25 | 173 | L4 |
| Chevrolet Celebrity FI | 18 | 24 | 173 | L3 |
| Chevrolet Celebrity FI | 18 | 26 | 173 | L4 |
| Chrysler Town & Country Wagon Turbo | 20 | 24 | 135 | A3 |
| Chrysler Town & Country | 23 | 25 | 152 | A3 |
| Dodge Aries | 24 | 27 | 135 | A3 |
| Dodge Aries | 25 | 35 | 135 | M5 |
| Dodge Aries | 23 | 25 | 152 | A3 |
| Ford LTD | 19 | 23 | 231 | L3 |
| Mercury Marquis | 19 | 23 | 231 | L3 |
| Nissan Stanza 2WD | 20 | 25 | 120 | L4 |
| Nissan Stanza 2WD | 23 | 26 | 120 | M5 |
| Oldsmobile Cutlass Cruiser FI | 21 | 28 | 151 | L3 |
| Oldsmobile Cutlass Cruiser | 19 | 25 | 173 | L3 |
| Oldsmobile Cutlass Cruiser | 19 | 25 | 173 | L4 |
| Oldsmobile Cutlass Cruiser FI | 18 | 24 | 173 | L3 |
| Oldsmobile Cutlass Cruiser FI | 18 | 26 | 173 | L4 |
| Peugeot 505 | 20 | 23 | 120 | L4 |
| Peugeot 505 | 20 | 24 | 120 | M5 |
| Peugeot 505 | 19 | 22 | 131 | L4 |
| Plymouth Reliant | 24 | 27 | 135 | A3 |
| Plymouth Reliant | 25 | 35 | 135 | M5 |
| Plymouth Reliant | 23 | 25 | 152 | A3 |
| Pontiac 6000 FI | 21 | 28 | 151 | L3 |
| Pontiac 6000 | 19 | 25 | 173 | L3 |
| Pontiac 6000 | 19 | 25 | 173 | L4 |
| Pontiac 6000 FI | 18 | 24 | 173 | L3 |
| Pontiac 6000 FI | 18 | 26 | 173 | L4 |
| Toyota Cressida | 19 | 23 | 168 | L4 |
| Volvo 240DL/240GL | 21 | 24 | 141 | A4 |
| Volvo 240DL/240GL | 23 | 28 | 141 | M4 |
| Volvo 740/760 Turbo | 19 | 22 | 141 | A4 |
| Volvo 740/760 | 22 | 26 | 141 | L4 |
| Volvo 740/760 | 23 | 28 | 141 | M4 |
| Volvo 740/760 Turbo | 20 | 25 | 141 | M4 |
| Volvo 740/760 Turbo | 24 | 27 | 145 | L4 |

### LARGE STATION WAGONS

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Buick LeSabre/Electra | 16 | 24 | 307 | L4 |
| Chevrolet Caprice | 15 | 22 | 305 | L4 |
| Chevrolet Caprice | 16 | 24 | 307 | L4 |
| Ford LTD Crown Victoria | 18 | 26 | 302 | L4 |
| Mercury Grand Marquis | 18 | 26 | 302 | L4 |
| Oldsmobile Custom Cruiser | 16 | 24 | 307 | L4 |
| Pontiac Parisienne | 15 | 22 | 305 | L4 |
| Pontiac Parisienne | 16 | 24 | 307 | L4 |

### SMALL PICKUPS/2WD

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet S-10 | 21 | 28 | 151 | L4 |
| Chevrolet S-10 | 23 | 27 | 151 | M4 |
| Chevrolet S-10 | 24 | 30 | 151 | M5 |
| Dodge Ram 50 2WD | 22 | 24 | 122 | A3 |
| Dodge Ram 50 2WD | 23 | 27 | 122 | M5 |
| Dodge Ram 50 2WD | 21 | 21 | 156 | A3 |
| Dodge Ram 50 2WD | 20 | 25 | 156 | M5 |
| *Ford Courier | 22 | 27 | 122 | M5 |
| Ford Ranger | 23 | 27 | 122 | M5 |
| Ford Ranger FI | 21 | 26 | 140 | L4 |
| Ford Ranger Diesel | 29 | 32 | 140 | M5 |
| Ford Ranger FI | 26 | 29 | 140 | M5 |
| Ford Ranger FI | 18 | 24 | 179 | L4 |
| Ford Ranger FI | 19 | 24 | 179 | M5 |
| GMC S-15 Pickup | 21 | 28 | 151 | L4 |
| GMC S-15 Pickup | 23 | 27 | 151 | M4 |
| GMC S-15 Pickup | 24 | 30 | 151 | M5 |
| Isuzu Motors Limited P'Up 2WD | 23 | 28 | 119 | M4 |
| Isuzu P'Up | 25 | 31 | 119 | M4 |
| Isuzu P'Up Diesel | 27 | 27 | 137 | A3 |
| Isuzu P'Up Diesel | 35 | 38 | 137 | M4 |
| Isuzu P'Up Diesel | 32 | 35 | 137 | M5 |
| Isuzu P'Up Diesel | 31 | 33 | 137 | M5 |
| Isuzu P'Up | 21 | 23 | 138 | A3 |
| Isuzu P'Up | 21 | 23 | 138 | A3 |
| Isuzu P'Up | 22 | 26 | 138 | M5 |
| Isuzu P'Up | 22 | 26 | 138 | M5 |
| Mazda B-2000 | 21 | 26 | 122 | M4 |
| Mazda B-2000 | 22 | 27 | 122 | M5 |
| Mitsubishi 2WD | 22 | 24 | 122 | A3 |
| Mitsubishi 2WD | 23 | 26 | 122 | M4 |
| Mitsubishi 2WD | 23 | 27 | 122 | M5 |
| Mitsubishi 2WD | 20 | 25 | 156 | M5 |
| Nissan | 26 | 31 | 119 | M5 |
| Nissan | 20 | 22 | 146 | L3 |
| Nissan | 22 | 26 | 146 | M5 |
| Nissan Diesel | 30 | 33 | 152 | M5 |
| Toyota | 22 | 24 | 144 | A4 |
| Toyota | 22 | 23 | 144 | A4 |
| Toyota | 27 | 31 | 144 | M4 |
| Toyota | 25 | 29 | 144 | M4 |
| Toyota | 21 | 26 | 144 | M5 |
| Toyota | 22 | 27 | 144 | M5 |
| Toyota FI | 23 | 25 | 144 | A4 |
| Toyota Turbo | 21 | 23 | 144 | L4 |
| Toyota Turbo | 21 | 24 | 144 | M5 |
| Toyota FI | 23 | 28 | 144 | M5 |

### SMALL PICKUPS/4WD

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Dodge Power Ram 50 | 19 | 19 | 156 | A3 |
| Dodge Power Ram 50 | 19 | 23 | 156 | M5 |
| Ford Ranger Diesel | 28 | 31 | 140 | M5 |
| Ford Ranger FI | 25 | 27 | 140 | M5 |
| Ford Ranger FI | 17 | 22 | 179 | L4 |
| Ford Ranger FI | 18 | 22 | 179 | M5 |
| Isuzu P'Up Diesel | 27 | 27 | 137 | M5 |
| Isuzu P'Up | 19 | 23 | 138 | M5 |
| Isuzu P'Up | 19 | 23 | 138 | M5 |
| Jeep Scrambler | 16 | 18 | 258 | A3 |
| Jeep Scrambler | 17 | 19 | 258 | M4 |
| Jeep Scrambler | 17 | 21 | 258 | M5 |
| Mitsubishi | 20 | 23 | 156 | M5 |
| Subaru Brat | 24 | 29 | 109 | M4 |
| Subaru Brat | 24 | 28 | 109 | M4 |

### STANDARD PICKUPS/2WD

| | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet C-10 | 18 | 19 | 262 | A3 |
| Chevrolet C-10 | 16 | 19 | 262 | L4 |
| Chevrolet C-10 | 17 | 21 | 262 | L4 |
| Chevrolet C-10 | 16 | 19 | 262 | M3 |
| Chevrolet C-10 | 18 | 20 | 262 | M4C |
| Chevrolet C-10 | 17 | 21 | 262 | M4 |
| Chevrolet C-10 | 16 | 20 | 262 | M4 |
| Chevrolet C-10 | 15 | 18 | 305 | L3 |
| Chevrolet C-10 | 15 | 20 | 305 | L4 |
| Chevrolet C-10 | 15 | 18 | 305 | L4 |
| Chevrolet C-10 | 14 | 18 | 305 | M4C |
| Chevrolet C-10 Diesel | 15 | 19 | 305 | M4 |
| Chevrolet C-10 Diesel | 19 | 23 | 379 | L4 |
| Chevrolet C-10 Diesel | 20 | 24 | 379 | M4 |
| Chevrolet C-10 Diesel | 20 | 24 | 379 | M4C |
| Chevrolet C-20 | 16 | 19 | 262 | L4 |
| Chevrolet C-20 | 15 | 18 | 262 | M4C |
| Chevrolet C-20 | 15 | 18 | 305 | L4 |
| Chevrolet C-20 | 12 | 15 | 305 | M4C |
| Chevrolet C-20 | 13 | 16 | 350 | L4 |
| Chevrolet C-20 Diesel | 17 | 22 | 379 | L4 |
| Chevrolet C-20 Diesel | 18 | 20 | 379 | M4C |
| Chevrolet El Camino FI | 17 | 21 | 262 | L3 |
| Chevrolet El Camino FI | 17 | 24 | 262 | L4 |
| Chevrolet El Camino | 16 | 19 | 305 | L3 |
| Chevrolet El Camino | 17 | 23 | 305 | L4 |
| Dodge D-100/D-150 | 14 | 15 | 225 | A3 |
| Dodge D-100/D-150 | 15 | 17 | 225 | L3 |
| Dodge D-100/D-150 | 14 | 17 | 225 | M4 |
| Dodge D-100/D-150 | 16 | 19 | 225 | M4 |
| Dodge D-100/D-150 | 16 | 18 | 225 | M4C |
| Dodge D-100/D-150 | 13 | 15 | 318 | A3 |
| Dodge D-100/D-150 | 14 | 15 | 318 | A3 |
| Dodge D-100/D-150 | 13 | 16 | 318 | L3 |
| Dodge D-100/D-150 | 14 | 17 | 318 | M4 |
| Dodge D-100/D-150 | 12 | 18 | 318 | M4 |
| Dodge D-100/D-150 | 12 | 15 | 318 | M4C |
| Dodge D-100/D-150 | 11 | 16 | 318 | M4C |
| Dodge D-100/D-150 | 11 | 13 | 360 | A3 |
| Dodge D-100/D-150 | 11 | 14 | 360 | M4C |
| Dodge D-250 | 15 | 17 | 225 | L3 |
| Dodge D-250 | 15 | 17 | 225 | M4C |
| Dodge D-250 | 12 | 14 | 318 | A3 |
| Dodge D-250 | 14 | 15 | 318 | A3 |
| Dodge D-250 | 11 | 16 | 318 | M4C |
| Dodge D-250 | 12 | 15 | 318 | M4C |
| Dodge D-250 | 11 | 13 | 360 | A3 |
| Dodge D-250 | 11 | 14 | 360 | M4C |
| Ford F-150 | 15 | 18 | 300 | A3 |
| Ford F-150 | 17 | 22 | 300 | L4 |
| Ford F-150 | 17 | 18 | 300 | M4C |

*Continued on page 50*

# PRODUCTS/SPECIFICATIONS

## '86 EPA

Continued from page 48

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Ford F-150 | 20 | 25 | 300 | M4 |
| Ford F-150 FI | 14 | 15 | 302 | A3 |
| Ford F-150 FI | 15 | 19 | 302 | L4 |
| Ford F-150 FI | 16 | 21 | 302 | M4 |
| Ford F-150 FI | 14 | 15 | 302 | M4C |
| Ford F-150 | 12 | 15 | 351 | A3 |
| Ford F-250 Pickup 2WD | 16 | 18 | 300 | A3 |
| Ford F-250 | 17 | 18 | 300 | M4C |
| Ford F-250 FI | 14 | 18 | 302 | L4 |
| Ford F-250 FI | 14 | 15 | 302 | M4C |
| Ford F-250 | 12 | 15 | 351 | A3 |
| GMC Caballero FI | 17 | 21 | 262 | L3 |
| GMC Caballero FI | 17 | 24 | 262 | L4 |
| GMC Caballero | 16 | 19 | 305 | L3 |
| GMC Caballero | 17 | 23 | 305 | L4 |
| GMC C-15 | 18 | 19 | 262 | A3 |
| GMC C-15 | 16 | 19 | 262 | L4 |
| GMC C-15 | 17 | 21 | 262 | L4 |
| GMC C-15 | 16 | 19 | 262 | M3 |
| GMC C-15 | 18 | 20 | 262 | M4C |
| GMC C-15 | 17 | 21 | 262 | M4 |
| GMC C-15 | 16 | 20 | 262 | M4 |
| GMC C-15 | 15 | 18 | 305 | L3 |
| GMC C-15 | 15 | 20 | 305 | L4 |
| GMC C-15 | 15 | 18 | 305 | L4 |
| GMC C-15 | 14 | 18 | 305 | M4C |
| GMC C-15 | 15 | 19 | 305 | M4 |
| GMC C-15 Diesel | 19 | 23 | 379 | L4 |
| GMC C-15 Diesel | 20 | 24 | 379 | M4 |
| GMC C-15 Diesel | 20 | 24 | 379 | M4C |
| GMC C-25 | 16 | 19 | 262 | L4 |
| GMC C-25 | 15 | 18 | 262 | M4C |
| GMC C-25 | 15 | 18 | 305 | L4 |
| GMC C-25 | 12 | 15 | 305 | M4C |
| GMC C-25 | 13 | 16 | 350 | L4 |
| GMC C-25 Diesel | 17 | 22 | 379 | L4 |
| GMC C-25 Diesel | 18 | 20 | 379 | M4C |
| Jeep Comanche Diesel | 28 | 31 | 126 | M5 |
| Jeep Comanche FI | 20 | 23 | 150 | L3 |
| Jeep Comanche FI | 20 | 24 | 150 | M4 |
| Jeep Comanche FI | 24 | 27 | 15 | M4 |
| Jeep Comanche FI | 22 | 26 | 150 | M5 |
| Jeep Comanche | 17 | 19 | 173 | L3 |
| Jeep Comanche | 17 | 22 | 173 | M5 |
| Toyota One-Ton | 23 | 25 | 144 | A4 |
| Toyota One-Ton | 23 | 28 | 144 | M5 |

### STANDARD PICKUPS/4WD

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet K-10 | 15 | 18 | 262 | L4 |
| Chevrolet K-10 | 15 | 19 | 262 | L4 |
| Chevrolet K-10 | 15 | 18 | 262 | M4 |
| Chevrolet K-10 | 15 | 17 | 262 | M4C |
| Chevrolet K-10 | 14 | 15 | 262 | M4C |
| Chevrolet K-10 | 14 | 17 | 305 | L4 |
| Chevrolet K-10 | 12 | 16 | 305 | M4 |
| Chevrolet K-10 | 14 | 17 | 305 | M4C |
| Chevrolet K-10 | 12 | 16 | 350 | L4 |
| Chevrolet K-10 Diesel | 17 | 21 | 379 | L4 |
| Chevrolet K-10 Diesel | 18 | 20 | 379 | M4 |
| Chevrolet K-10 Diesel | 18 | 19 | 379 | M4C |
| Chevrolet K-20 | 12 | 16 | 350 | L4 |
| Chevrolet K-20 | 10 | 15 | 350 | M4C |
| Chevrolet K-20 Diesel | 17 | 21 | 379 | L4 |
| Chevrolet K-20 Diesel | 17 | 18 | 379 | M4C |
| Chevrolet T-10 | 20 | 26 | 151 | L4 |
| Chevrolet T-10 | 22 | 25 | 151 | M4 |
| Chevrolet T-10 | 21 | 27 | 151 | M5 |
| Dodge W-100/W-150 | 15 | 16 | 225 | M4C |
| Dodge W-100/W-150 | 12 | 14 | 318 | A3 |
| Dodge W-100/W-150 | 12 | 13 | 318 | A3 |
| Dodge W-100/W-150 | 11 | 16 | 318 | M4C |
| Dodge W-100/W-150 | 12 | 15 | 318 | M4C |
| Dodge W-100/W-150 | 10 | 12 | 360 | A3 |
| Dodge W-100/W-150 | 11 | 13 | 360 | M4C |
| Dodge W-250 | 11 | 13 | 318 | A3 |
| Dodge W-250 | 11 | 14 | 318 | M4C |
| Dodge W-250 | 10 | 12 | 360 | A3 |
| Dodge W-250 | 11 | 13 | 360 | M4C |
| Ford F-150 | 15 | 15 | 300 | A3 |
| Ford F-150 | 17 | 20 | 300 | M4 |
| Ford F-150 | 16 | 17 | 300 | M4C |
| Ford F-150 FI | 14 | 18 | 302 | L4 |
| Ford F-150 FI | 15 | 18 | 302 | M4 |
| Ford F-150 FI | 14 | 15 | 302 | M4C |
| Ford F-150 | 12 | 13 | 351 | A3 |
| Ford F-250 | 16 | 17 | 300 | M4C |
| Ford F-250 FI | 14 | 18 | 302 | L4 |
| Ford F-250 FI | 14 | 15 | 302 | M4C |
| Ford F-250 | 12 | 13 | 351 | A3 |
| GMC K-15 | 15 | 18 | 262 | L4 |
| GMC K-15 | 15 | 19 | 262 | L4 |
| GMC K-15 | 15 | 18 | 262 | M4 |
| GMC K-15 | 14 | 15 | 262 | M4C |
| GMC K-15 | 15 | 17 | 262 | M4C |
| GMC K-15 | 14 | 17 | 305 | L4 |
| GMC K-15 | 12 | 16 | 305 | M4 |
| GMC K-15 | 14 | 17 | 305 | M4C |
| GMC K-15 | 12 | 16 | 350 | L4 |
| GMC K-15 Diesel | 17 | 21 | 379 | L4 |
| GMC K-15 Diesel | 18 | 20 | 379 | M4 |
| GMC K-15 Diesel | 18 | 19 | 379 | M4C |
| GMC K-25 | 12 | 16 | 350 | L4 |
| GMC K-25 | 10 | 15 | 350 | M4C |
| GMC K-25 Diesel | 17 | 21 | 379 | L4 |
| GMC K-25 Diesel | 17 | 18 | 379 | M4C |
| GMC T-15 FI | 20 | 26 | 151 | L4 |
| GMC T-15 FI | 22 | 25 | 151 | M4 |
| GMC T-15 FI | 21 | 27 | 151 | M5 |
| Jeep Comanche Diesel | 28 | 29 | 126 | M5 |
| Jeep Comanche FI | 20 | 22 | 150 | L3 |
| Jeep Comanche FI | 19 | 23 | 150 | M4 |
| Jeep Comanche FI | 22 | 26 | 150 | M4 |
| Jeep Comanche FI | 21 | 25 | 150 | M5 |
| Jeep Comanche | 17 | 19 | 173 | L3 |
| Jeep Comanche | 17 | 22 | 173 | M5 |
| Jeep J-10 | 16 | 19 | 258 | A3 |
| Jeep J-10 | 14 | 19 | 258 | M4 |
| Jeep J-10 | 11 | 13 | 360 | A3 |
| Jeep J-20 | 11 | 13 | 360 | A3 |
| Nissan | 19 | 21 | 146 | M5 |
| Nissan FI | 18 | 22 | 146 | M5 |
| Toyota | 20 | 24 | 144 | M5 |
| Toyota | 19 | 22 | 144 | M5 |
| Toyota FI | 18 | 20 | 144 | L4 |
| Toyota FI | 21 | 22 | 144 | L4 |
| Toyota FI | 18 | 22 | 144 | M5 |
| Toyota FI | 21 | 24 | 144 | M5 |

### CARGO VANS

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet Astro | 21 | 26 | 151 | L4 |
| Chevrolet Astro | 21 | 26 | 151 | M4 |
| Chevrolet Astro | 23 | 28 | 151 | M5 |
| Chevrolet Astro | 17 | 22 | 262 | L4 |
| Chevrolet Astro | 18 | 22 | 262 | M4 |
| Chevrolet Astro | 18 | 24 | 262 | M5 |
| Chevrolet G-10/20 | 17 | 19 | 262 | A3 |
| Chevrolet G-10/20 | 17 | 21 | 262 | L4 |
| Chevrolet G-10/20 | 15 | 18 | 262 | L4 |
| Chevrolet G-10/20 | 15 | 18 | 262 | M3 |
| Chevrolet G-10/20 | 18 | 20 | 262 | M3 |
| Chevrolet G-10/20 | 17 | 21 | 262 | M4 |
| Chevrolet G-10/20 | 16 | 20 | 262 | M4 |
| Chevrolet G-10/20 | 15 | 18 | 305 | L3 |
| Chevrolet G-10/20 | 15 | 18 | 305 | L4 |
| Chevrolet G-10/20 | 15 | 20 | 305 | L4 |
| Chevrolet G-10/20 | 15 | 18 | 305 | M3 |
| Chevrolet G-10/20 | 15 | 18 | 305 | M4 |
| Chevrolet G-10/20 Diesel | 19 | 23 | 379 | L4 |
| Chevrolet G-10/20 Diesel | 20 | 23 | 379 | M4 |
| Chevrolet G-30 | 16 | 19 | 262 | L4 |
| Chevrolet G-30 | 15 | 18 | 262 | M3 |
| Dodge B-150/B-250 | 14 | 15 | 225 | A3 |
| Dodge B-150/B-250 | 15 | 17 | 225 | L3 |
| Dodge B-150/B-250 | 14 | 17 | 225 | M4 |
| Dodge B-150/B-250 | 16 | 19 | 225 | M4 |
| Dodge B-150/B-250 | 14 | 15 | 318 | A3 |
| Dodge B-150/B-250 | 13 | 14 | 318 | A3 |
| Dodge B-150/B-250 | 13 | 16 | 318 | L3 |
| Dodge B-150/B-250 | 14 | 17 | 318 | M4 |
| Dodge B-150/B-250 | 12 | 18 | 318 | M4 |
| Dodge B-150/B-250 | 11 | 13 | 360 | A3 |
| Dodge B-350 | 14 | 15 | 318 | A3 |
| Dodge B-350 | 12 | 14 | 318 | A3 |
| Dodge B-350 | 11 | 12 | 360 | A3 |
| Ford Aerostar FI | 20 | 24 | 140 | L4 |
| Ford Aerostar FI | 26 | 29 | 140 | M5 |
| Ford Aerostar | 17 | 23 | 171 | L4 |
| Ford Aerostar | 18 | 24 | 171 | M5 |
| Ford E-150 Econoline | 15 | 17 | 300 | A3 |
| Ford E-150 Econoline | 16 | 21 | 300 | L4 |
| Ford E-150 Econoline | 17 | 18 | 300 | M3 |
| Ford E-150 Econoline | 20 | 25 | 300 | M4 |
| Ford E-150 Econoline FI | 14 | 18 | 302 | L4 |
| Ford E-150 Econoline | 12 | 13 | 351 | A3 |
| Ford E-250 Econoline | 15 | 17 | 300 | A3 |
| Ford E-250 Econoline FI | 14 | 17 | 302 | L4 |
| Ford E-250 Econoline | 11 | 13 | 351 | A3 |
| GMC G-15/25 Vandura | 17 | 19 | 262 | A3 |
| GMC G-15/25 Vandura | 17 | 21 | 262 | L4 |
| GMC G-15/25 Vandura | 15 | 18 | 262 | L4 |
| GMC G-15/25 Vandura | 18 | 20 | 262 | M3 |
| GMC G-15/25 Vandura | 15 | 18 | 262 | M3 |
| GMC G-15/25 Vandura | 17 | 21 | 262 | M4 |
| GMC G-15/25 Vandura | 16 | 20 | 262 | M4 |
| GMC G-15/25 Vandura | 15 | 18 | 305 | L3 |
| GMC G-15/25 Vandura | 15 | 18 | 305 | L4 |
| GMC G-15/25 Vandura | 15 | 20 | 305 | L4 |
| GMC G-15/25 Vandura | 15 | 18 | 305 | M3 |
| GMC G-15/25 Vandura | 15 | 18 | 305 | M4 |
| GMC G-15/25 Vandura Diesel | 19 | 23 | 379 | L4 |
| GMC G-15/25 Vandura Diesel | 20 | 23 | 379 | M4 |
| GMC G-35 Vandura | 16 | 19 | 262 | L4 |
| GMC G-35 Vandura | 15 | 18 | 262 | M3 |
| GMC Safari | 21 | 26 | 151 | L4 |
| GMC Safari | 21 | 26 | 151 | M4 |
| GMC Safari | 23 | 28 | 151 | M5 |
| GMC Safari | 17 | 22 | 262 | L4 |
| GMC Safari | 18 | 22 | 262 | M4 |
| GMC Safari | 18 | [illegible] | 262 | M5 |
| Toyota | 21 | [illegible] | 137 | L4 |
| Toyota | 22 | 24 | 137 | M5 |

### PASSENGER VANS

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet Astro | 21 | 26 | 151 | L4 |
| Chevrolet Astro | 21 | 26 | 151 | M4 |
| Chevrolet Astro | 23 | 28 | 151 | M5 |
| Chevrolet Astro | 17 | 22 | 262 | L4 |
| Chevrolet Astro | 17 | 21 | 262 | M4 |
| Chevrolet Astro | 17 | 23 | 262 | M5 |
| Chevrolet G-10/20 Sportvan | 16 | 17 | 262 | A3 |
| Chevrolet G-10/20 Sportvan | 15 | 17 | 262 | L4 |
| Chevrolet G-10/20 Sportvan | 16 | 19 | 262 | L4 |
| Chevrolet G-10/20 Sportvan | 15 | 18 | 262 | M3 |
| Chevrolet G-10/20 Sportvan | 14 | 16 | 262 | M3 |
| Chevrolet G-10/20 Sportvan | 13 | 13 | 305 | L3 |
| Chevrolet G-10/20 Sportvan | 14 | 17 | 305 | L4 |
| Chevrolet G-10/20 Sportvan Diesel | 13 | 16 | 350 | L4 |
| Chevrolet G-10/20 Sportvan Diesel | 13 | 17 | 350 | L4 |
| Chevrolet G-10/20 Sportvan Diesel | 18 | 23 | 379 | L4 |
| Chevrolet G-10/20 Sportvan Diesel | 18 | 21 | 379 | M4 |
| Chevrolet G-30 Sportvan | 11 | 14 | 350 | L4 |
| Chevrolet G-30 Sportvan | 11 | 13 | 350 | L4 |
| Dodge B-150/B-250 | 14 | 16 | 225 | A3 |
| Dodge B-150/B-250 | 15 | 17 | 225 | L3 |
| Dodge B-150/B-250 | 15 | 19 | 225 | M4 |
| Dodge B-150/B-250 | 12 | 14 | 318 | A3 |
| Dodge B-150/B-250 | 13 | 14 | 318 | A3 |
| Dodge B-150/B-250 | 13 | 16 | 318 | L3 |
| Dodge B-150/B-250 | 12 | 18 | 318 | M4 |
| Dodge B-150/B-250 | 14 | 17 | 318 | M4 |
| Dodge B-150/B-250 | 11 | 12 | 360 | A3 |
| Dodge B-350 | 12 | 14 | 318 | A3 |
| Dodge B-350 | 12 | 14 | 318 | A3 |
| Dodge B-350 | 10 | 12 | 360 | A3 |
| Ford Aerostar FI | 23 | 27 | 140 | M5 |
| Ford Aerostar | 16 | 21 | 171 | L4 |
| Ford Aerostar | 17 | 22 | 171 | M5 |
| Ford E-150 Club Wagon | 14 | 16 | 300 | A3 |
| Ford E-150 Club Wagon | 14 | 18 | 300 | L4 |
| Ford E-150 Club Wagon | 14 | 18 | 300 | M4 |
| Ford E-150 Club Wagon FI | 14 | 17 | 302 | L4 |
| Ford E-150 Club Wagon | 12 | 13 | 351 | A3 |
| GMC G-15/25 Rally | 16 | 17 | 262 | A3 |
| GMC G-15/25 Rally | 15 | 17 | 262 | L4 |
| GMC G-15/25 Rally | 16 | 19 | 262 | L4 |
| GMC G-15/25 Rally | 14 | 16 | 262 | M3 |
| GMC G-15/25 Rally | 15 | 18 | 262 | M3 |
| GMC G-15/25 Rally | 13 | 13 | 305 | L3 |
| GMC G-15/25 Rally | 14 | 17 | 305 | L4 |
| GMC G-15/25 Rally | 13 | 16 | 350 | L4 |
| GMC G-15/25 Rally | 13 | 17 | 350 | L4 |
| GMC G-15/25 Rally Diesel | 18 | 23 | 379 | L4 |
| GMC G-15/25 Rally Diesel | 18 | 21 | 379 | M4 |
| GMC G-35 Rally | 11 | 14 | 350 | L4 |
| GMC G-35 Rally | 11 | 13 | 350 | L4 |
| GMC Safari | 21 | 26 | 151 | L4 |
| GMC Safari | 21 | 26 | 151 | M4 |
| GMC Safari | 23 | 28 | 151 | M5 |
| GMC Safari | 17 | 22 | 262 | L4 |
| GMC Safari | 17 | 21 | 262 | M4 |
| GMC Safari | 17 | 23 | 262 | M5 |
| Toyota | 21 | 23 | 137 | L4 |
| Toyota | 22 | 24 | 137 | M5 |
| Volkswagen Vanagon | 14 | 16 | 129 | A3 |
| Volkswagen Vanagon | 16 | 18 | 129 | M4 |

### SPECIAL-PURPOSE VEHICLES/2WD

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet C-10 Suburban | 14 | 17 | 305 | L4 |
| Chevrolet C-10 Suburban | 13 | 16 | 350 | L4 |
| Chevrolet C-10 Suburban | 13 | 17 | 350 | L4 |
| Chevrolet C-10 Suburban Fl. | 18 | 23 | 379 | L4 |
| Chevrolet S-10 Blazer | 21 | 26 | 151 | L4 |
| Chevrolet S-10 Blazer | 21 | 26 | 151 | M4 |
| Chevrolet S-10 Blazer | 23 | 28 | 151 | M5 |
| Dodge AD-150 Ramcharger | 12 | 14 | 318 | A3 |
| Dodge AD-150 Ramcharger | 14 | 15 | 318 | A3 |
| Dodge AD-150 Ramcharger | 13 | 16 | 318 | L3 |
| Dodge AD-150 Ramcharger | 11 | 13 | 360 | A3 |
| Dodge Caravan/Ram Van 2WD | 20 | 23 | 135 | A3 |
| Dodge Caravan/Ram Van 2WD | 19 | 22 | 135 | A3 |
| Dodge Caravan/Ram Van 2WD | 22 | 27 | 135 | M4 |
| Dodge Caravan/Ram Van 2WD | 22 | 28 | 135 | M4 |
| Dodge Caravan/Ram Van 2WD | 21 | 27 | 135 | M5 |
| Dodge Caravan/Ram Van 2WD | 21 | 27 | 135 | M5 |
| Dodge Caravan/Ram Van 2WD | 19 | 22 | 156 | A3 |
| Ford Bronco II | 23 | 27 | 140 | M5 |
| Ford Bronco II | 18 | 23 | 179 | L4 |
| Ford Bronco II | 19 | 24 | 179 | M5 |
| GMC C-15 Suburban | 14 | 17 | 305 | L4 |
| GMC C-15 Suburban | 13 | 16 | 350 | L4 |
| GMC C-15 Suburban | 13 | 17 | 350 | L4 |
| GMC C-15 Suburban Diesel | 18 | 23 | 379 | L4 |
| GMC S-15 Jimmy | 21 | 26 | 151 | L4 |
| GMC S-15 Jimmy | 21 | 26 | 151 | M4 |
| GMC S-15 Jimmy | 23 | 28 | 151 | M5 |
| Jeep Cherokee/Wagoneer Diesel | 28 | 31 | 126 | M5 |
| Jeep Cherokee/Wagoneer FI | 20 | 23 | 150 | L3 |
| Jeep Cherokee/Wagoneer FI | 20 | 24 | 150 | M4 |
| Jeep Cherokee/Wagoneer FI | 24 | 27 | 150 | M4 |
| Jeep Cherokee/Wagoneer FI | 22 | 27 | 150 | M5 |
| Jeep Cherokee/Wagoneer | 17 | 19 | 173 | L3 |
| Jeep Cherokee/Wagoneer | 17 | 22 | 173 | M5 |
| Plymouth Voyager | 20 | 23 | 135 | A3 |
| Plymouth Voyager | 21 | 27 | 135 | M5 |
| Plymouth Voyager | 21 | 27 | 135 | M5 |
| Plymouth Voyager | 19 | 22 | 156 | A3 |

### SPECIAL-PURPOSE VEHICLES/4WD

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| AMC Eagle | 16 | 19 | 258 | A3 |
| AMC Eagle | 17 | 21 | 258 | M5 |
| Chevrolet K-10 Blazer 4WD | 13 | 17 | 305 | L4 |
| Chevrolet K-10 Blazer 4WD | 14 | 17 | 305 | M4C |
| Chevrolet K-10 Blazer 4WD | 12 | 16 | 350 | L4 |
| Chevrolet K-10 Blazer Diesel | 17 | 21 | 379 | L4 |
| Chevrolet K-10 Suburban | 11 | 16 | 350 | L4 |
| Chevrolet K-10 Suburban | 12 | 16 | 350 | L4 |
| Chevrolet K-10 Suburban | 11 | 13 | 350 | M4C |
| Chevrolet K-10 Suburban Diesel | 16 | 21 | 379 | L4 |
| Chevrolet T-10 Blazer | 19 | 24 | 151 | L4 |
| Chevrolet T-10 Blazer | 22 | 25 | 151 | M4 |
| Chevrolet T-10 Blazer | 20 | 26 | 151 | M5 |
| Dodge AW-150 Ramcharger | 11 | 14 | 318 | A3 |
| Dodge AW-150 Ramcharger | 11 | 13 | 318 | A3 |
| Dodge AW-150 Ramcharger | 11 | 14 | 318 | M4C |
| Dodge AW-150 Ramcharger | 10 | 12 | 360 | A3 |
| Dodge AW-150 Ramcharger | 11 | 13 | 360 | M4C |
| Dodge Colt Vista | 19 | 25 | 122 | M5 |
| Ford Bronco II FI | 17 | 22 | 179 | L4 |
| Ford Bronco II FI | 18 | 22 | 179 | M5 |
| Ford Bronco | 15 | 15 | 300 | A3 |
| Ford Bronco | 17 | 21 | 300 | M4 |
| Ford Bronco | 16 | 17 | 300 | M4C |
| Ford Bronco FI | 13 | 17 | 302 | L4 |
| Ford Bronco FI | 13 | 15 | 302 | M4C |
| Ford Bronco | 12 | 13 | 351 | A3 |
| GMC K-15 Jimmy | 13 | 17 | 305 | L4 |
| GMC K-15 Jimmy | 14 | 17 | 305 | M4C |
| GMC K-15 Jimmy | 12 | 16 | 350 | L4 |
| GMC K-15 Jimmy Diesel | 17 | 21 | 379 | L4 |
| GMC K-15 Suburban | 12 | 16 | 350 | L4 |
| GMC K-15 Suburban | 11 | 16 | 350 | L4 |
| GMC K-15 Suburban | 11 | 13 | 350 | M4C |
| GMC K-15 Suburban Diesel | 16 | 21 | 379 | L4 |
| GMC T-15 Jimmy | 19 | 24 | 151 | L4 |
| GMC T-15 Jimmy | 22 | 25 | 151 | M4 |
| GMC T-15 Jimmy | 20 | 26 | 151 | M5 |
| Isuzu Trooper Diesel | 28 | 28 | 137 | M5 |
| Isuzu Trooper | 18 | 21 | 138 | M5 |
| Isuzu Trooper | 18 | 21 | 138 | M5 |
| Jeep Cherokee/Wagoneer Diesel | 28 | 29 | 126 | M5 |
| Jeep Cherokee/Wagoneer FI | 20 | 22 | 150 | L3 |
| Jeep Cherokee/Wagoneer FI | 19 | 23 | 150 | M4 |
| Jeep Cherokee/Wagoneer FI | 22 | 26 | 150 | M4 |
| Jeep Cherokee/Wagoneer FI | 21 | 25 | 150 | M5 |
| Jeep Cherokee/Wagoneer | 17 | 19 | 173 | L3 |
| Jeep Cherokee/Wagoneer | 17 | 22 | 173 | M5 |
| Jeep CJ-7 | 19 | 20 | 150 | M4 |
| Jeep CJ-7 | 18 | 19 | 150 | M5 |
| Jeep CJ-7 | 16 | 18 | 258 | A3 |
| Jeep CJ-7 | 17 | 19 | 258 | M4 |
| Jeep CJ-7 | 17 | 21 | 258 | M5 |
| Jeep Grand Wagoneer | 15 | 17 | 258 | A3 |
| Jeep Grand Wagoneer | 14 | 19 | 258 | M4 |
| Jeep Grand Wagoneer | 11 | 13 | 360 | A3 |
| Mitsubishi Montero | 17 | 17 | 156 | A3 |
| Mitsubishi Montero | 18 | 20 | 156 | M5 |
| Nissan Stanza Wagon | 19 | 21 | 120 | L4 |
| Nissan Stanza Wagon | 20 | 24 | 120 | M5 |
| Plymouth Colt Vista | 19 | 25 | 122 | M5 |
| Subaru Hatchback | 24 | 28 | 109 | M4 |
| Subaru Hatchback | 24 | 29 | 109 | M4 |
| Subaru Sedan/3-Door | 22 | 24 | 109 | A3 |
| Subaru Sedan/3-Door | 21 | 24 | 109 | A3 |
| Subaru Sedan/3-Door | 22 | 28 | 109 | M5 |
| Subaru Sedan/3-Door | 23 | 29 | 109 | M5 |
| Subaru Sedan/3-Door Turbo | 22 | 24 | 109 | A3 |
| Subaru Sedan/3-Door Turbo | 24 | 28 | 109 | M5 |
| Subaru Wagon | 22 | 24 | 109 | A3 |
| Subaru Wagon | 21 | 24 | 109 | A3 |
| Subaru Wagon | 23 | 29 | 109 | M5 |
| Subaru Wagon | 22 | 28 | 109 | M5 |
| Subaru Wagon Turbo | 22 | 24 | 109 | A3 |
| Subaru Wagon Turbo | 23 | 27 | 109 | M5 |
| Subaru XT Turbo | 22 | 24 | 109 | A3 |
| Subaru XT Turbo | 23 | 27 | 109 | M5 |
| Suzuki Samurai | 27 | 29 | 81 | M5 |
| Suzuki Samurai Conv. | 27 | 29 | 81 | M5 |
| Toyota 4Runner Turbo | 17 | 19 | 144 | L4 |
| Toyota 4Runner Turbo | 19 | 22 | 144 | L4 |
| Toyota 4Runner FI | 20 | 23 | 144 | M5 |

### SPECIAL-PURPOSE VEHICLES/CAB CHASSIS

|  | Est. MPG City | Est. MPG Hwy. | Engine CID | †Trans. |
|---|---|---|---|---|
| Chevrolet S-10 Cab Chassis 2WD | 19 | 19 | 151 | M4 |
| Dodge D-250 Cab Chassis 2WD | 11 | 12 | 360 | A3 |
| Ford Ranger Cab Chassis | 18 | 23 | 179 | L4 |
| Ford Ranger Cab Chassis | 17 | 20 | 179 | M5 |
| GMC S-15 Cab Chassis 2WD | 19 | 19 | 151 | M4 |
| Nissan Cab Chassis 2WD | 15 | 15 | 146 | M5 |
| Toyota Cab/Chassis | 13 | 13 | 144 | A4 |
| Toyota Cab/Chassis | 16 | 16 | 144 | M4 |

† Transmission: A—Automatic; C—Creeper; L—Lockup; M—Manual.

*Available in Puerto Rico only.

## MODELS: 1942-'86

Number of models offered by U.S. auto makers, 1942 to 1986:

|  |  |  |  |
|---|---|---|---|
| 1942 | 276 | 1966 | 368 |
| 1946 | 160 | 1967 | 370 |
| 1947 | 182 | 1968 | 368 |
| 1948 | 201 | 1969 | 365 |
| 1949 | 205 | 1970 | 375 |
| 1950 | 243 | 1971 | 341 |
| 1951 | 243 | 1972 | 297 |
| 1952 | 224 | 1973 | 304 |
| 1953 | 210 | 1974 | 302 |
| 1954 | 240 | 1975 | 325 |
| 1955 | 216 | 1976 | 294 |
| 1956 | 232 | 1977 | 275 |
| 1957 | 245 | 1978 | 259 |
| 1958 | 263 | 1979 | 268 |
| 1959 | 239 | 1980 | 252 |
| 1960 | 244 | 1981 | 278 |
| 1961 | 260 | 1982 | 307 |
| 1962 | 296 | 1983 | 296 |
| 1963 | 336 | 1984 | 305 |
| 1964 | 336 | 1985 | 295 |
| 1965 | 348 | 1986 | 321 |

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## 1986 U.S. MODELS BY MAKE

|  | 4-Door Models | 2-Door Models* | Convertibles | 4-Door Wagons | 1986 Totals | (Final 1985 Totals) |
|---|---|---|---|---|---|---|
| AMERICAN MOTORS |  |  |  |  |  |  |
| RENAULT** | 6 | 7 | 2 | 2 | 17 | ( 17) |
| AMC Eagle | 1 | 0 | 0 | 2 | 3 | ( 3) |
| Renault Alliance | 3 | 3 | 2 | 0 | 8 | ( 8) |
| Renault Encore | 2 | 4 | 0 | 0 | 6 | ( 6) |
| CHRYSLER CORP. | 26 | 18 | 5 | 5 | 54 | ( 52) |
| Chrysler 5th Avenue | 1 | 0 | 0 | 0 | 1 | ( 1) |
| Laser | 0 | 3 | 0 | 0 | 3 | ( 2) |
| LeBaron | 1 | 1 | 3 | 1 | 6 | ( 6) |
| LeBaron GTS | 2 | 0 | 0 | 0 | 2 | ( 2) |
| Limousine | 1 | 0 | 0 | 0 | 1 | ( 1) |
| New Yorker | 1 | 0 | 0 | 0 | 1 | ( 1) |
| Dodge Diplomat | 2 | 0 | 0 | 0 | 2 | ( 2) |
| Aries | 3 | 3 | 0 | 2 | 8 | ( 8) |
| Charger | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Daytona | 0 | 2 | 0 | 0 | 2 | ( 3) |
| Dodge 600 | 2 | 1 | 2 | 0 | 5 | ( 4) |
| Lancer | 2 | 0 | 0 | 0 | 2 | ( 2) |
| Omni | 3 | 0 | 0 | 0 | 3 | ( 3) |
| Plymouth Gran Fury | 1 | 0 | 0 | 0 | 1 | ( 1) |
| Caravelle | 2 | 0 | 0 | 0 | 2 | ( 1) |
| Horizon | 2 | 0 | 0 | 0 | 2 | ( 2) |
| Reliant | 3 | 3 | 0 | 2 | 8 | ( 8) |
| Turismo | 0 | 2 | 0 | 0 | 2 | ( 2) |
| FORD MOTOR CO. | 27 | 33 | 2 | 18 | 80 | ( 74) |
| Ford LTD Crown Victoria | 2 | 2 | 0 | 4 | 8 | ( 4) |
| Escort | 2 | 4 | 0 | 2 | 8 | ( 12) |
| Escort EXP | 0 | 2 | 0 | 0 | 2 | ( 3) |
| LTD | 2 | 0 | 0 | 1 | 3 | ( 4) |
| Mustang | 0 | 4 | 2 | 0 | 6 | ( 6) |
| Taurus | 4 | 0 | 0 | 4 | 8 | ( 0) |
| Tempo | 2 | 2 | 0 | 0 | 4 | ( 6) |
| Thunderbird | 0 | 3 | 0 | 0 | 3 | ( 4) |
| Lincoln | 3 | 0 | 0 | 0 | 3 | ( 3) |
| Continental | 2 | 0 | 0 | 0 | 2 | ( 3) |
| Mark VII | 0 | 3 | 0 | 0 | 3 | ( 4) |
| Mercury Grand Marquis | 2 | 2 | 0 | 1 | 5 | ( 5) |
| Capri | 0 | 2 | 0 | 0 | 2 | ( 2) |
| Cougar | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Lynx | 2 | 4 | 0 | 2 | 8 | ( 7) |
| Marquis | 2 | 0 | 0 | 2 | 4 | ( 4) |
| Sable | 2 | 0 | 0 | 2 | 4 | ( 0) |
| Topaz | 2 | 2 | 0 | 0 | 4 | ( 4) |
| HONDA** | 3 | 2 | 0 | 0 | 5 | ( 5) |
| Accord | 3 | 2 | 0 | 0 | 5 | ( 5) |
| GENERAL MOTORS | 56 | 79 | 4 | 20 | 159 | (141) |
| Buick LeSabre | 2 | 2 | 0 | 1 | 5 | ( 5) |
| Electra | 3 | 2 | 0 | 1 | 6 | ( 7) |
| Century | 3 | 2 | 0 | 2 | 7 | ( 8) |
| Regal | 0 | 4 | 0 | 0 | 4 | ( 3) |
| Riviera | 0 | 2 | 0 | 0 | 2 | ( 3) |
| Skyhawk | 2 | 6 | 0 | 2 | 10 | ( 7) |
| Skylark ('85) | 0 | 0 | 0 | 0 | 0 | ( 2) |
| Somerset/Skylark | 2 | 3 | 0 | 0 | 5 | ( 2) |
| Cadillac DeVille-Fleetwood (fwd) | 2 | 2 | 0 | 0 | 4 | ( 4) |
| Cimarron | 1 | 0 | 0 | 0 | 1 | ( 1) |
| Eldorado | 0 | 1 | 0 | 0 | 1 | ( 2) |
| Fleetwood Brougham (rwd) | 1 | 0 | 0 | 0 | 1 | ( 2) |
| Limousine | 2 | 0 | 0 | 0 | 2 | ( 1) |
| Seville | 1 | 0 | 0 | 0 | 1 | ( 1) |
| Chevrolet Caprice | 3 | 1 | 0 | 1 | 5 | ( 4) |
| Camaro | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Cavalier | 3 | 6 | 1 | 3 | 13 | ( 7) |
| Celebrity | 1 | 1 | 0 | 2 | 4 | ( 4) |
| Chevette | 1 | 1 | 0 | 0 | 2 | ( 2) |
| Citation | 0 | 0 | 0 | 0 | 0 | ( 2) |
| Corvette | 0 | 1 | 1 | 0 | 2 | ( 1) |
| Monte Carlo | 0 | 3 | 0 | 0 | 3 | ( 2) |
| Nova | 2 | 0 | 0 | 0 | 2 | ( 1) |
| Oldsmobile Delta 88 | 2 | 2 | 0 | 1 | 5 | ( 6) |
| Ninety-Eight | 2 | 2 | 0 | 0 | 4 | ( 4) |
| Calais | 2 | 2 | 0 | 0 | 4 | ( 2) |
| Cutlass Ciera | 2 | 4 | 0 | 1 | 7 | ( 5) |
| Cutlass Supreme | 2 | 3 | 0 | 0 | 5 | ( 5) |
| Firenza | 2 | 4 | 0 | 1 | 7 | ( 6) |
| Toronado | 0 | 1 | 0 | 0 | 1 | ( 1) |
| Pontiac Parisienne | 2 | 0 | 0 | 1 | 3 | ( 3) |
| Bonneville | 3 | 0 | 0 | 0 | 3 | ( 3) |
| Fiero | 0 | 4 | 0 | 0 | 4 | ( 4) |
| Firebird | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Grand Am | 3 | 3 | 0 | 0 | 6 | ( 2) |
| Grand Prix | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Pontiac 1000 | 1 | 1 | 0 | 0 | 2 | ( 2) |
| Pontiac 6000 | 4 | 2 | 0 | 3 | 9 | ( 7) |
| Sunbird | 2 | 4 | 2 | 1 | 9 | ( 11) |
| NISSAN** | 0 | 3 | 0 | 0 | 3 | ( 3) |
| Sentra | 0 | 3 | 0 | 0 | 3 | ( 3) |
| VOLKSWAGEN** | 1 | 2 | 0 | 0 | 3 | ( 3) |
| Golf/GTI | 1 | 2 | 0 | 0 | 3 | ( 3) |
| 1986 TOTALS | 119 | 144 | 13 | 45 | 321 |  |
| 1985 TOTALS (end of model year) | 108 | 136 | 13 | 38 |  | (295) |

*Two-door total includes hatchbacks, which some makers list as three-door models.

**Totals for Renault, Honda, Nissan and Volkswagen include only U.S.-built models.

# PRODUCTS/SPECIFICATIONS

## U.S. 1986-model light-duty truck specs

| Make and Model | Dimensions and Capacities | | | | | | | | | | Standard Engine | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) Standard | Wheelbase (in.) Maximum | Overall Length (in.) Standard | Overall Length (in.) Maximum | Width (in.) | Height (in.) | Gross Vehicle Weight Range (lbs.) | Payload (lbs.) Range | Wheel Diameter (in.) | Fuel Tank (U.S. gals.) | Type | Displacement (liters/cu. in.) | Carburetion | Horsepower | 4 WD Availability | Optional Engines |
| **AMC/JEEP** *Wrangler | 93.4 | — | 152.0 | 153.1 | 66.0 | 72.0 | 3,668-3,822 | 800 | 15.0 | 15.0 | L4 | 2.5/150 | EFI | 117 | X | 4.2/258, 2V, L6 |
| Comanche Pickup | 119.9 | — | 195.5 | — | 71.7 | 63.7 | 2,168-2,199 | 1,500-2,205 | 15.0 | 16.0 | L4 | 2.5/150 | EFI | 117 | X | 2.8/173, 2V, V-6; 2.1/126, L4, turbodiesel |
| *J-10 Pickup | 130.7 | — | 206.0 | — | 78.9 | 69.0 | 6,200- | 2,235- | 15.0 | 18.2 | L6 | 4.2/258 | 2V | 112 | X | 5.9/360, 2V, V-8 |
| *J-20 Pickup | 130.8 | — | 206.0 | — | 78.9 | 70.0 | 8,400- | 3,214- | 16.5 | 18.2 | V-8 | 5.9/360 | 2V | 144 | X | |
| Cherokee/Wagoneer | 101.4 | — | 165.3 | — | 70.5 | 63.3 | 4,340- 4,604 | 1,527-1,589 | 15.0 | 13.5 | L4 | 2.5/150 | EFI | 117 | X | 2.8/173, 2V, V-6; 2.1/126, L4, turbodiesel |
| *Grand Wagoneer | 108.7 | — | 186.4 | — | 74.8 | 66.4 | 5,975- 6,200 | 1,695-1,723 | 15.0 | 20.3 | L6 | 4.2/258 | 2V | 112 | X | 5.9/360, 2V, V-8 |
| **NISSAN** Pickup | 104.3 | 116.1 | 174.2 | 190.0 | 65.0 | 62.0 | 4,400-5,100 | 1,000-1,400 | 14 | 15.9 | 4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| King Cab Pickup | 116.1 | — | 190.0 | — | 65.0 | 62.4 | 4,400-5,100 | 1,400- | 14 | 15.9 | 4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| **DODGE** D100 Pickup | 115.0 | 131.0 | 190.8 | 210.8 | 79.5 | 69.0 | 4,950- 5,000 | 1,455-1,499 | 15.0 | 20.0 | L6 | 3.7/225 | 1V | 90 | X | 5.2/318, 2V, V-8; 5.9/360, 4V, V-8 |
| D150 Pickup | 115.0 | 131.0 | 190.8 | 210.8 | 79.5 | 69.0 | 4,950- 6,050 | 1,450-2,429 | 15.0 | 20.0 | L6 | 3.7/225 | 1V | 90 | X | 5.2/318, 2V, V-8; 5.9/360, 4V, V-8 |
| D250 Pickup | 131.0 | — | 210.8 | — | 79.5 | 73.0 | 6,600- 8,510 | 2,749-4,437 | 16.5 | 20.0 | L6 | 3.7/225 | 1V | 90 | X | 5.2/318, 2V, V-8; 5.9/360, 4V, V-8 |
| D350 Pickup | 131.0 | — | 210.8 | — | 79.5 | 72.0 | 8,700- | 4,607- | 16.5 | 20.0 | V-8 | 5.9/360 | 4V | 180 | X | |
| Caravan/Mini Ram V./Plym. Voyager | 112.0 | — | 175.9 | — | 69.6 | 64.2 | 3,960- 4,900 | 1,205-2,005 | 14.0 | 15.0 | L4 | 2.2/135 | 2V | 96 | | 2.6/156, 2V, L4 |
| Ramcharger | 106.0 | — | 184.6 | — | 79.5 | 69.7 | 5,600- 6,400 | 1,470-1,851 | 15.0 | 35.0 | V-8 | 5.2/318 | 2V | 145 | X | 5.9/360, 4V, V-8 |
| B150 Van | 109.6 | 127.6 | 178.9 | 196.9 | 79.8 | 79.6 | 5,000- 5,300 | 1,308-1,714 | 15.0 | 22.0 | L6 | 3.7/225 | 1V | 90 | | |
| **FORD** Ranger Pickup | 107.9 | 125.0 | 175.6 | 192.7 | 66.9 | 64.0 | 3,820- 4,460 | 1,220-2,215 | 14.0 | 15.2 | L4 | 2.3/140 | EFI | 90** | X | 2.9/179, EFI, V-6; 2.3/140, L-4, turbodiesel |
| Bronco II | 94.0 | — | 158.3 | — | 68.0 | 68.2 | 3,819- | 600- | 15.0 | 23.0 | V-6 | 2.9/179 | EFI | 140 | X | 2.3/140, L-4, turbodiesel |
| F-150 Pickup | 116.8 | 155.0 | 192.1 | 230.3 | 77.2 | 70.1 | 4,800- 6,250 | 1,365-2,490 | 15.0 | 16.5 | L6 | 4.9/300 | 1V | 120 | X | 5.0/302, EFI, V-8; 5.8/351, HO4V, V-8 |
| F-250 Pickup | 133.0 | 155.0 | 208.3 | 230.3 | 77.2 | 73.4 | 6,300- 8,800 | 2,420-4,580 | 16.0 | 19.0 | L6 | 4.9/300 | 1V | 125 | X | 5.0/302, EFI, V-8; 5.8/351, HO4V, V-8; 6.9/421, diesel, V-8; 7.5/460, 4V, V-8 |
| F-350 Pickup | 133.0 | 168.4 | 208.3 | 243.7 | 77.2 | 74.0 | 8,800-11,000 | 4,300-6,305 | 16.0 | 19.0 | L-6 | 4.9/300 | 1V | 125 | X | 5.8/351, HO4V, V-8; 6.9/421, diesel, V-8; 7.5/460, 4V, V-8 |
| *Bronco | 104.7 | — | 177.6 | — | 77.2 | 74.0 | — | 1,200-1,350 | 15.0 | 32.0 | L6 | 4.9/300 | 1V | 120 | X | 5.0/302, EFI, V-8; 5.8/351, HO4V, V-8 |
| E-150 Van | 124.0 | 138.0 | 186.8 | 226.8 | 79.9 | 79.2 | 5,300- 6,400 | 1,260-2,330 | 15.0 | 18.0 | L6 | 4.9/300 | 1V | 120 | | 5.0/302, EFI, V-8; 5.8/351, HO4V, V-8 |
| Aerostar | 118.9 | — | 174.9 | — | 71.7 | 72.8 | 4,120- 5,100 | 1,200-2,000 | 14.0 | 17.0 | L-4 | 2.3/140 | EFI | 88** | | 2.8/171, 2V, V-6; 3.0/179, EFI, V-6 |
| **GENERAL MOTORS**: CHEVROLET/GMC<br>El Camino/Caballero | 117.1 | — | 201.6 | — | 71.9 | 53.8 | 4,568- 4,791 | 1,250- | 14.0 | 17.4 | V-6 | 4.3/262 | EFI | 130 | | 5.0/305, 4V, V-8 |
| S-10/15 Pickup | 108.3 | 122.9 | 178.2 | 194.2 | 64.7 | 61.3 | 3,568- 4,970 | 1,000-1,625 | 14.0 | 13.2 | L4 | 2.5/151 | EFI | 92 | X | |
| S-10/15 Blazer/Jimmy (2 and 4wd) | 100.5 | — | 170.3 | — | 65.4 | 64.7 | 3,880- 4,880 | 1,000- | 15.0 | 13.2 | L4 | 2.5/151 | EFI | 92 | X | |
| C-10/1500 Pickup | 117.5 | 131.5 | 193.5 | 213.4 | 79.6 | 69.2 | 4,900- 6,100 | 1,040-2,522 | 15.0 | 16.0 | V-6 | 4.3/262 | 4V | 155 | X | 5.0/305, 4V, V-8; 6.2/379, diesel, V-8 |
| C-20/2500 Pickup | 131.5 | — | 213.4 | — | 79.6 | 72.2 | 6,400- 8,600 | 1,913-4,468 | 16.0 | 20.0 | V-6 | 4.3/262 | 4V | 155 | X | 4.8/292, 1V, L6; 5.0/305, 4V, V-8; 5.7/350, 4V, V-8; 6.2/379, diesel, V-8 |
| C-30/3500 Pickup | 131.5 | — | 213.4 | — | 79.6 | 73.6 | 9,000-10,000 | 3,452-5,256 | 16.0 | 20.0 | L6 | 4.8/292 | 1V | 115 | X | 5.7/350, 4V, V-8; 7.4/454, 4V, V-8; 6.2/379, diesel, V-8 |
| *Blazer/Jimmy (4wd) | 106.5 | — | 184.8 | — | 79.6 | 73.8 | 6,100- 6,250 | 1,331-1,688 | 15.0 | 25.0 | V-8 | 5.0/305 | 4V | 160 | X | 6.2/379, diesel, V-8 |
| C-10/1500 Suburban | 129.5 | — | 219.1 | — | 79.6 | 72.0 | 6,100- 7,300 | 1,756-2,478 | 15.0 | 25.0 | V-8 | 5.0/305 | 4V | 160 | X | 5.7/350, 4V, V-8; 7.4/454, 4V, V-8; 6.9/379, diesel, V-8 |
| G-10/1500 Van | 110.0 | 125.0 | 178.2 | 202.2 | 79.5 | 79.4 | 4,900- 6,000 | 1,101-2,376 | 15.0 | 22.0 | V-6 | 4.3/262 | 4V | 160 | | 5.0/305, 4V, V-8 |
| Astro/Safari Van (cargo & passenger) | 111.0 | — | 176.8 | — | 77.0 | 71.7 | 4,074- 5,535 | 1,000-1,700 | 15.0 | 17.0 | L4 | 2.5/151 | EFI | 92 | | 4.3/262, EFI, V-6 |

Note: All pickup trucks are standard cab versions unless otherwise specified.
*4wd only.
**1985 horsepower ratings.

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## Import 1986-model light-duty truck specs

| Make and Model | Dimensions and Capacities | | | | | | | | | | Standard Engine | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Wheelbase (in.) Standard | Wheelbase (in.) Maximum | Overall Length (in.) Standard | Overall Length (in.) Maximum | Width (in.) | Height (in.) | Gross Vehicle Weight Range (lbs.) | Payload (lbs.) Range | Wheel Diameter (in.) | Fuel Tank (U.S. gals.) | Type | Displacement (liters/cu. in.) | Carburetion | Horsepower | 4 WD Availability | Optional Engines |
| **NISSAN** Pickup | 104.3 | 116.1 | 174.2 | 190.0 | 65.0 | 62.0 | 4,400-5,100 | 1,000-1,400 | 14 | 15.9 | 4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| King Cab Pickup | 116.1 | — | 190.0 | — | 65.0 | 62.4 | 4,400-5,100 | 1,400- | 14 | 15.9 | 4 | 2.4/146 | EFI | 106 | X | 3.0/180.6, EFI, V-6 |
| **DODGE** Ram 50 | 109.4 | — | 184.6 | — | 65.0 | 60.6 | 4,067-4,683 | -1,630 | 14 | 18.0 | 4 | 2.0/122 | 2V | 90 | X | 2.6/156 |
| **ISUZU** P'up | 104.3 | 117.9 | 174.4 | 191.5 | 63.0 | 59.3 | 3,550-4,550 | 1,035-1,690 | 14 | 13.2 | 4 | 2.3/137 | 2V | 96 | X | 2.2/136 (turbodiesel) |
| Trooper | 104.3 | — | 174.2 | — | 65.0 | 70.1 | 4,300- | 1,222- | 15 | 21.9 | 4 | 2.3/137 | 2V | 96 | X | 2.2/136 (turbodiesel) |
| **MAZDA** B2000 | 108.7 | 117.5 | 177.6 | 193.7 | 65.7 | 61.9 | 4,175- | 1,400- | 14 | 14.8 | 4 | 2.0/122 | 2V | 80 | | None |
| **MITSUBISHI** Pickup | 109.4 | 109.8 | 184.4 | — | 65.5 | 57.5 | 4,062-4,396 | 1,435-1,620 | 14 | 18.0 | 4 | 2.0/122 | 2V | 88 | X | 2.6/156 |
| Montero | 92.5 | — | 157.3 | — | 66.1 | 70.9 | 4,310-4,359 | 1,050- | 15 | 15.9 | 4 | 2.6/156 | 2V | 106 | X | None |
| **TOYOTA** Pickup | 103.0 | 112.2 | 174.6 | 186.2 | 63.8 | 60.8 | 4,400-5,500 | 1,400-2,500 | 14 | 17.2 | 4 | 2.4/144 | 2V | 103 | X | 2.0/122 EFI turbo; 2.4/144 EFI; 2.4/149 (diesel and td) |
| 4Runner | 103.0 | — | 174.6 | — | 66.5 | 66.1 | 4,800- | 700- | 15 | 14.8 | 4 | 2.4/144 | EFI | 116 | X | 2.0/122, turbocharged, EFI |
| Vans (LE, Deluxe, Cargo) | 88.0 | — | 175.4 | — | 65.7 | 70.1 | 4,480-5,020 | 1,500-2,000 | 14 | 15.9 | 4 | 2.2/135 | EFI | 101 | | None |
| **VOLKSWAGEN** Vanagon | 96.9 | — | 179.9 | — | 72.6 | 77.2 | 5,200- | 1,578-1,904 | 14 | 15.9 | 4 | 2.1/129 | EFI | 95 | X | None |
| **SUZUKI** Samurai | 79.9 | — | 135.0 | 135.4 | 60.2 | 65.6 | 2,932 | 805-938 | 15 | 10.6 | 4 | 1.3/80.8 | 2V | 64 | X | None |

# PRICES

## Retail prices, 1986 U.S. models

This table shows the prices of 1986 U.S.-built models as of March 15, 1986. All prices are Manufacturers' Suggested Retail Prices. They do not include destination charges, state and local taxes, optional equipment or any charges that may be passed on to the buyer. In the equipment section, "Std." means standard equipment; "N.A." means the item is not available on the model mentioned. On some models, the standard-equipment radio is a delete option.

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| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **AMERICAN MOTORS** Eagle 6 | $10,836 | | | | $11,606 | $379 | std. | std. | $186* | $795 |
| Eagle Limited 6 | | | | | 12,179 | 379 | std. | std. | 186* | 795 |
| *—Radio is AM/FM unit. | | | | | | | | | | |
| **BUICK** Skyhawk Custom 4 | 8,073 | $7,844 | | | 8,426 | 465 | $215 | std. | std. | 645 |
| Skyhawk Limited 4 | 8,598 | 8,388 | | | 8,910 | 465 | 215 | std. | std. | 645 |
| Skyhawk T-Type 4 | | 8,971 | | | | 390 | 215 | std. | std. | 645 |
| Somerset Custom 4 | | 9,425 | | | | 465 | std. | std. | std. | 645 |
| Somerset Limited 4 | | 10,095 | | | | 465 | std. | std. | std. | 645 |
| Somerset T-Type V-6 | | 11,390 | | | | std. | std. | std. | std. | 645 |
| Skylark Custom 4 | 9,620 | | | | | 465 | std. | std. | std. | 645 |
| Skylark Limited 4 | 10,290 | | | | | 465 | std. | std. | std. | 645 |
| Century Custom 4 | 10,228 | 10,052 | | | 10,648 | std. | std. | std. | std. | 750 |
| Century Limited 4 | 10,729 | 10,544 | | | | std. | std. | std. | std. | 750 |
| Century T-Type V-6 | 12,223 | | | | | std. | std. | std. | std. | 750 |
| Century Estate Wagon 4 | | | | | 11,109 | std. | std. | std. | std. | 750 |
| Regal V-6 | | 10,654 | | | | std. | std. | std. | std. | 750 |
| Regal Limited V-6 | | 11,347 | | | | std. | std. | std. | std. | 750 |
| Regal T-Type V-6 | | 13,714 | | | | std. | std. | std. | std. | std. |
| Regal Grand National V-6 | | 14,349 | | | | std. | std. | std. | std. | std. |
| LeSabre Custom V-6 (fwd) | 12,511 | 12,511 | | | | std. | std. | std. | std. | std. |
| LeSabre Limited V-6 (fwd) | 13,633 | 13,633 | | | | std. | std. | std. | std. | std. |
| LeSabre Estate Wagon V-8 (rwd) | | | | | 13,622 | std. | std. | std. | std. | std. |
| Electra V-6 (fwd) | 15,588 | 15,369 | | | | std. | std. | std. | std. | std. |
| Park Avenue V-6 (fwd) | 17,338 | 17,158 | | | | std. | std. | std. | std. | std. |
| Electra T-Type V-6 (fwd) | 16,826 | | | | | std. | std. | std. | std. | std. |
| Electra Estate Wagon V-8 (rwd) | | | | | 16,402 | std. | std. | std. | std. | std. |
| Riviera V-6 | | 19,831 | | | | std. | std. | std. | std. | std. |
| Riviera T-Type V-6 | | 21,577 | | | | std. | std. | std. | std. | std. |
| **CADILLAC** Cimarron 4 | 13,128 | | | | | 390 | std. | std. | std. | std. |
| DeVille V-8 | 19,990 | 19,669 | | | | std. | std. | std. | std. | std. |
| Fleetwood V-8 (fwd) | 24,314 | 23,443 | | | | std. | std. | std. | std. | std. |
| Fleetwood Brougham V-8 (rwd) | 21,265 | | | | | std. | std. | std. | std. | std. |
| Eldorado V-8 | | 24,251 | | | | std. | std. | std. | std. | std. |
| Seville V-8 | 26,756 | | | | | std. | std. | std. | std. | std. |
| Fleetwood Limousine V-8 (fwd) | 33,895 | | | | | std. | std. | std. | std. | std. |
| Formal Limousine V-8 (fwd) | 35,895 | | | | | std. | std. | std. | std. | std. |
| **CHEVROLET** Chevette CS 4 | 5,959 | | $5,645 | | | 425 | 215 | $100 | std. | 645 |
| Cavalier 4 | 6,888 | 6,706 | | | 7,047 | 465 | 215 | std. | 112 | 645 |
| Cavalier CS 4 | 7,350 | | 7,373 | | 7,525 | 465 | 215 | std. | std. | 645 |
| Cavalier RS 4 | 7,811 | 7,640 | 7,830 | $12,530 | 7,979 | 465 | std. | std. | std. | 645 |
| Cavalier Z-24 V-6 | | 8,878 | 9,068 | | | 465 | std. | std. | std. | 645 |
| Nova 4 | 7,435 | | | | | * | * | std. | std. | * |
| Nova Hatchback 4 | 7,669 | | | | | * | * | std. | std. | * |
| Camaro 4 | | 8,935 | | | | 465 | std. | std. | std. | 750 |
| Camaro Berlinetta V-6 | | 11,902 | | | | 465 | std. | std. | std. | 750 |
| Camaro Z-28 V-8 | | 11,902 | | | | 465 | std. | std. | std. | 750 |
| Celebrity 4 | 8,931 | 8,735 | | | 9,081 | 490 | std. | std. | std. | 750 |
| Celebrity 3-Seat Wagon 4 | | | | | 9,313 | 490 | std. | std. | std. | 750 |
| Monte Carlo V-6 | | 10,241 | | | | std. | std. | std. | std. | 750 |
| Monte Carlo LS V-6 | | 10,451 | | | | std. | std. | std. | std. | 750 |
| Monte Carlo SS V-6 | | 12,466 | | | | std. | std. | std. | std. | 750 |
| Caprice V-6 | 10,243 | | | | | std. | std. | std. | std. | 750 |
| Caprice Classic V-6 | 10,795 | 10,635 | | | | std. | std. | std. | std. | 750 |
| Caprice Classic 3-Seat Wagon V-8 | | | | | 11,511 | std. | std. | std. | std. | 750 |
| Caprice Classic Brougham V-6 | 11,429 | | | | | std. | std. | std. | std. | 750 |
| Corvette V-8 | | | 32,038 | | | std. | std. | std. | std. | std. |
| *—Part of Nova option package; not priced separately. | | | | | | | | | | |
| **CHRYSLER** LeBaron 4 | 10,127 | 9,977 | | 12,695 | | std. | std. | std. | std. | 757 |
| LeBaron Town & Country 4 | | | | | 11,370 | std. | std. | std. | std. | 757 |
| LeBaron Mark Cross 4 | | | | 16,595 | | std. | std. | std. | std. | std. |
| LeBaron Mark Cross T&C 4 | | | | 17,595 | | std. | std. | std. | std. | std. |
| LeBaron GTS 4 | 9,754 | | | | | 504 | std. | std. | std. | 757 |
| LeBaron GTS Premium 4 | 11,437 | | | | | 504 | std. | std. | std. | std. |

*Continued on page 56*

## Retail prices, import cars

### PRICES IN EFFECT MARCH 28, 1986

The following prices are Manufacturers' Suggested Retail Prices. They include ocean freight and import duty. They do not include inland shipping charges, state or local taxes, optional equipment or special equipment required by state laws. Where East Coast and West Coast prices differ, East Coast prices are used, unless otherwise indicated. Prices are for 1986 models unless otherwise indicated.

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**ACURA**

See Honda Acura.

**ALFA ROMEO**

**GRADUATE**—Convertible, $13,995.

**SPIDER VELOCE**—Convertible, $16,395.

**QUADRIFOGLIO**—Coupe (with removable hard top), $19,600.

**GTV-6**—Coupe, $16,500.

**5-speed transmission, power disk brakes** standard on all models. **Radio** standard on Quadrifoglio. **Air conditioning** standard on Quadrifoglio and GTV-6.

Prices do not include dealer prep fee of $160 on GTV-6, $150 on other models.

**ASTON MARTIN**

**V-8 COUPE**—Coupe, $112,000.

**V-8 VANTAGE**—Coupe, $127,000.

**V-8 VOLANTE**—Convertible, $137,800.

**LAGONDA**—4-door sedan, $167,000.

**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.

Prices include dealer prep fee.

West Coast prices are $2,000 higher.

**AUDI**

**4000 SERIES**—4000-S 4-door sedan, $14,925; 4000-CS Quattro 4-door sedan (4-wheel drive), $18,670. **Power steering, power disk brakes, air conditioning** standard on both models. **Radio** standard on Quattro. **Automatic transmission** is $475 on 4000-S, not available on Quattro.

**COUPE GT**—Coupe, $16,535. **Power steering, power disk brakes, air conditioning** are standard. **Automatic transmission** is $475.

**5000 SERIES**—5000-S 4-door sedan (Model 4431F), $19,575; 5000-S 4-door sedan, $18,950; 5000-S 4-door wagon, $20,220; 5000-CS Turbo 4-door sedan, $25,275; 5000-CS Turbo Quattro 4-door sedan (4-wheel drive), $29,345; 5000-CS Turbo Quattro 4-door wagon (4-wheel drive), $30,615. **Power steering, power disk brakes, air conditioning** standard on all models. **Radio** standard on Model 4431F, CS Turbo sedan and both Quattro models. **Automatic transmission** standard on Model 4431F, $475 on S sedan and wagon and CS Turbo sedan, not available on Quattro models.

Audi manual transmission is 5-speed.

Audi prices do not include suggested dealer prep fee of $40.

**BENTLEY**

**MULSANNE**—Mulsanne 4-door sedan, $102,920; Mulsanne L 4-door sedan, $113,860.

**CONTINENTAL**-Convertible, $163,245.

**Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard on all Bentley models.

Bentley prices do not include dealer prep fee.

**BMW**

**3 SERIES**—325 2-door sedan, $19,955; 325 4-door sedan, $20,455; 325es 2-door sedan, $22,540; 325e 4-door sedan, $23,255. **Power steering, power disk brakes, radio, air conditioning** standard on all models. **Automatic transmission** is $595. Dealer prep fee is $140 on 325es, $100 on other models.

**5 SERIES**—524td 4-door sedan (turbodiesel), $26,225; 528e 4-door sedan, $26,980; 535i 4-door sedan, $31,980. **Power steering, power disk brakes, radio, air conditioning** standard on all models. **Automatic transmission** is standard on 524td, $595 on 528e, $795 on 535i. Dealer prep fee is $100 on 524td and 528e, $110 on 535i. Gas-guzzler tax is $650 on 535i.

**6 SERIES**—635CSi coupe, $43,055. **Power steering, power disk brakes, radio, air conditioning** are standard. **Automatic transmission** is $795. Dealer prep fee is $155. (Gas-guzzler tax is $650.)

**7 SERIES**—735i 4-door sedan, $39,275; L7 4-door sedan, $44,030. **Power steering, power disk brakes, radio, air conditioning** standard on both models. **Automatic transmission** standard on L7, $795 on 735i. Dealer prep fee is $110 on both models. Gas-guzzler tax is $850 on both models.

BMW manual transmission is 5-speed.

**CHEVROLET**

**SPECTRUM (Isuzu)**—2-door hatchback, $6,658; 4-door sedan, $6,928. **5-speed transmission, power disk brakes** are standard. **Automatic transmission** is $395. Prices include dealer prep fee.

**SPRINT (Suzuki)**—2-door hatchback, $5,380; ER 2-door hatchback, $5,480; 4-door hatchback, $5,580. **5-speed transmission, power disk brakes** standard on both models. **Automatic transmission** is $395. Prices include dealer prep fee.

**DODGE**

**COLT**—E 3-door hatchback, $5,633; DL 3-door hatchback, $6,510; E 4-door sedan, $6,533; DL 4-door sedan, $6,862; Premier 4-door sedan, $7,893. **Power disk brakes** standard on all models. **Automatic transmission** is $392, not available on E 3-door hatchback.

**COLT VISTA**—5-door wagon (2-wheel drive), $9,378; 5-door wagon (4-wheel drive), $10,502. **Power disk brakes** standard on both models. **Power steering** standard on 4WD model. **Automatic transmission** is $392 with 2WD, not available with 4WD.

**CONQUEST**—2-door liftback, $13,740. **Power steering, power disk brakes, radio** are standard. **Automatic transmission** is $565.

Manual transmission is 4-speed on Colt E 3-door hatchback, 5-speed on other Colt, Colt Vista and Conquest models.

Prices include dealer prep fee.

Dodge imports are made by Mitusbishi.

**DODGE PICKUP TRUCKS**

**RAM 50—2-Wheel Drive**—Ram 50, $5,999; Ram 50 Sport, $6,914. **4-Wheel Drive**—Power Ram 50, $8,494; Power Ram 50 Sport, $9,296. **Power disk brakes** standard on 2-wheel-drive models. **Radio** standard on both 2-wheel-drive models and on Sport 4-wheel-drive model.

Prices include dealer prep fee.

Dodge imports are made by Mitsubishi.

**FERRARI**

**328 SERIES**—GTB coupe, $58,400; GTS Targa coupe, $62,500. **5-speed transmission, air conditioning** standard on both models. Prices include gas-guzzler tax.

**MONDIAL**—Coupe, $61,900; cabriolet, $67,200. **5-speed transmission, air conditioning** standard on both models. Prices include gas-guzzler tax.

**TESTAROSSA**—Coupe, $94,000. **5-speed transmission, air conditioning** are standard. Price includes gas-guzzler tax of $2,700.

Prices do not include dealer prep fee of $350 on 328 and Mondial, $450 on Testarossa.

**HONDA**

**CIVIC CRX**—HF coupe, $7,198; coupe, $7,523; coupe (automatic), $7,998; Si coupe, $8,865. **Power disk brakes** standard on all models.

**CIVIC**—3-door hatchback, $5,698; DX 3-door hatchback, $7,094; DX 3-door harchback (automatic), $7,569; Si 3-door hatchback, $8,529. 4-door sedan, $7,993; 4-door sedan (automatic), $8,679; 4-door wagon, $7,884; 4-door wagon (automatic), $8,359; 4-door wagon (4-wheel drive), $9,239; Wagovan, $7,619. **Power disk brakes** standard on all models.

**ACCORD**—DX 3-door hatchback, $9,195; DX 3-door hatchback (automatic), $9,685; LXi 3-door hatchback, $12,115; LXi 3-door hatchback (automatic), $12,605; DX

*Continued on page 56*

### AVERAGE SELLING PRICE OF USED CARS RETAILED BY FRANCHISED NEW-CAR DEALERS

| Year | Sales Price |
|---|---|
| 1980 | $3,380 |
| 1981 | 3,850 |
| 1982 | 4,300 |
| 1983 | 4,610 |
| 1984 | 4,950 |
| 1985 | 5,150 |

SOURCE: NADA

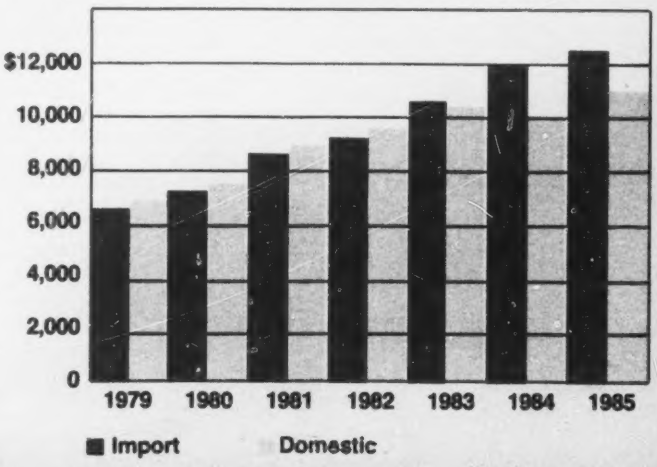
### AVERAGE TRANSACTION PRICE PER NEW CAR

Expenditure Per Car

| Year | Domestic | Import | Average |
|---|---|---|---|
| 1976 | 5,504 | 4,912 | 5,414 |
| 1977 | 5,985 | 5,057 | 5,811 |
| 1978 | 6,481 | 5,937 | 6,382 |
| 1979 | 6,906 | 6,705 | 6,861 |
| 1980 | 7,630 | 7,492 | 7,591 |
| 1981 | 8,940 | 8,894 | 8,929 |
| 1982 | 9,880 | 9,785 | 9,853 |
| 1983 | 10,484 | 10,644 | 10,530 |
| 1984 | 11,059 | 11,954 | 11,274 |
| 1985 | 11,180 | 12,518 | 11,883 |

Source: U.S. Dept. of Commerce, Bureau Economic Analysis

### NEW CAR AVERAGE TRANSACTION PRICES



# Import prices

*Continued from page 53*

4-door sedan, $9,998; DX 4-door sedan (automatic), $10,488; LX 4-door sedan, $11,979; LX 4-door sedan (automatic), $12,469; LXi 4-door sedan, $13,727; LXi 4-door sedan (automatic), $14,217. **Power steering, power disk brakes** standard on all models. **Radio, air conditioning** standard on LX 4-doors and all LXi models. Honda Accord models are assembled in the U.S. In addition, some Accords are imported.

**PRELUDE**—Coupe $11,365; coupe (automatic), $11,855; Si coupe, $14,079; Si coupe (automatic), $14,569. **Power steering, power disk brakes, radio** standard on all models. **Air conditioning** standard on Si models.

Manual transmission is 4-speed on base 3-door hatchback, 5-speed on all other models.

Honda prices include dealer prep fee.

**HONDA ACURA**

**INTEGRA**—RS 3-door hatchback, $9,298; RS 5-door hathback, $9,948; LS 3-door hatchback, $10,593; LS 5-door hatchback, $11,343. **Power steering, power disk brakes** standard on all models. **Radio standard** on LS models. **Automatic transmission** is $490.

**LEGEND**—4-door sedan, $19,298. **Power steering, power disk brakes, radio, air conditioning** are standard. **Automatic transmission** is $595.

Acura prices include dealer prep fee.

**HYUNDAI**

**EXCEL**—5-door hatchback, $4,995. **Power disk brakes** are standard.

**EXCEL GL**—5-door hatchback, $5,895; 5-door hatchback (automatic), $6,265; 4-door sedan, $6,045; 4-door sedan (automatic), $6,415. **Power disk brakes** standard on all models.

**EXCEL GLS**—5-door hatchback, $6,395; 5-door hatchback (automatic), $6,765; 4-door sedan, $6,545; 4-door sedan (automatic), $6,915. **Power disk brakes, radio** standard on all models.

Manual transmission is 4-speed on base Excel hatchback, 5-speed on other models.

Hyundai prices include dealer prep fee.

**ISUZU**

**I-MARK**—2-door hatchback, $7,439; 4-door sedan, $7,539. **Power disk brakes** are standard. **Automatic transmission** is $400.

**IMPULSE**—"S" sport coupe, $10,499; sport coupe, $11,389; Turbo sport coupe, $14,439. **Power steering, power disk brakes** standard on all models. **Radio, air conditioning** standard on all except "S" coupe. **Automatic transmission** is $520.

**TROOPER II (sport/utility, 4-wheel drive)**—Deluxe 2-door, $9,639; LS 2-door, $10,889; Deluxe 2-door (turbodiesel), $10,759; LS 2-door (turbodiesel), $12,009. **Power steering, power disk brakes** standard on all models.

Manual transmission on I-Mark, Impulse and Trooper II are 5-speed.

**ISUZU P'UP PICKUPS**

**GASOLINE ENGINE—2-Wheel Drive**—Standard, $5,969; Standard long wheelbase, $6,469; Deluxe, $6,939; Deluxe long wheelbase, $7,129; Deluxe Spacecab, $7,719; LS, $8,009; LS Spacecab, $8,709. **4-Wheel Drive**—Deluxe, $9,079; Deluxe long wheelbase, $9,269; Deluxe Spacecab, $9,599; LS, $9,709; LS Spacecab, $10,439. **Power disk brakes** are standard.

**DIESEL ENGINE—2-Wheel Drive**—Standard MPG Plus, $7,029; long wheelbase, $7,219; Deluxe long wheelbase (turbodiesel), $8,295; Deluxe Spacecab (turbodiesel), $8,885; LS Spacecab (turbodiesel), $9,875. **4-Wheel Drive, Turbodiesel**—Deluxe, $10,435; Deluxe long wheelbase, $10,625; Deluxe Spacecab, $10,915. **Power disk brakes** standard on all models.

Turbodiesel models are not available in California.

**JAGUAR**

**XJ-6**—4-door sedan, $33,900.

**VANDENPLAS**—4-door sedan, $37,400.

**XJ-S**—Coupe, $37,800.

**Automatic transmission, power steering, power disk brakes, radio, air conditioning** standard on all models.

Prices do not include dealer prep fee of about $400.

**LAMBORGHINI**

**COUNTACH LP500**—Coupe, $100,000.

**JALPA**—Coupe (with removable hard top), $53,500.

**5-speed transmission, power disk brakes, radio, air conditioning** standard on both models.

Prices do not include dealer prep fee of $350.

Prices do not include gas-guzzler tax of $2,200 on Countach and $1,400 on Jalpa.

**LOTUS**

**TURBO ESPRIT**—Coupe (with removable roof panel), $54,942. **5-speed transmission, power disk brakes, radio, air conditioning** are standard.

Price does not include dealer prep fee of $350.

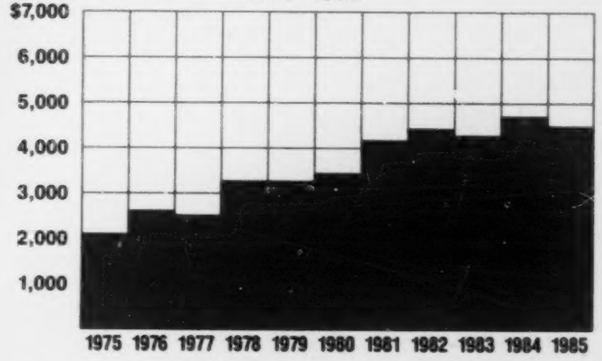
**MASERATI**

**BITURBO**—Coupe (5-speed), $26,874; coupe (automatic), $28,184; E coupe (automatic), $29,112; 425 4-door sedan (automatic), $29,900; Spyder convertible (automatic), $31,895. **Power disk brakes, radio, air conditioning** standard on all models. **Power steering** standard with automatic transmission.

**QUATTROPORTE**—4-door sedan, $66,710. **Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard.

Prices do not include prep fee, which is set by the

*Continued on page 57*



DECEMBER WHOLESALE AVERAGE PRICES, 1975–1985

# U.S. prices

*Continued from page 53*

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| Laser 4 | | | 9,364 | | | 504 | std. | std. | std. | 757 |
| Laser XE 4 | | | 11,501 | | | 504 | std. | std. | std. | 757 |
| Laser XT Turbo 4 | | | 11,854 | | | 504 | std. | std. | std. | 757 |
| New Yorker 4 | 13,409 | | | | | std. | std. | std. | std. | 900 |
| Fifth Avenue V-8 | 14,910 | | | | | std. | std. | std. | std. | std. |
| Executive Limousine 4 | 27,495 | | | | | std. | std. | std. | std. | std. |
| **DODGE** Omni 4 | 6,209 | | | | | 504 | 230 | std. | 113 | 663 |
| Omni SE 4 | 6,558 | | | | | 504 | 230 | std. | std. | 663 |
| Omni GLH 4 | 7,918 | | | | | 504 | 230 | std. | std. | 663 |
| Charger 4 | | | 6,787 | | | 504 | 230 | std. | 113 | 663 |
| Charger 2.2 4 | | | 7,732 | | | 504 | 230 | std. | std. | 663 |
| Shelby Charger Turbo 4 | | | 9,361 | | | N.A. | std. | std. | std. | 663 |
| Aries 4 | 7,301 | 7,184 | | | | 504 | 230 | std. | std. | 757 |
| Aries SE 4 | 7,759 | 7,639 | | | 8,186 | 504 | 230 | std. | std. | 757 |
| Aries LE 4 | 8,207 | 8,087 | | | | 504 | 230 | std. | std. | 757 |
| Aries LE Wagon 4 | | | | | 8,936 | 504 | std. | std. | std. | 757 |
| Lancer 4 | 9,426 | | | | | 504 | std. | std. | std. | 757 |
| Lancer ES 4 | 10,322 | | | | | 504 | std. | std. | std. | 757 |
| Daytona 4 | | | 9,013 | | | 504 | std. | std. | std. | 757 |
| Daytona Turbo Z 4 | | | 11,301 | | | 504 | std. | std. | std. | 757 |
| Dodge 600 4 | 9,370 | 9,577 | | | | std. | std. | std. | std. | 757 |
| Dodge 600 Convertible 4 | | | | 11,695 | | std. | 230 | std. | std. | 757 |
| Dodge 600-SE 4 | 10,028 | | | | | std. | std. | std. | std. | 757 |
| Dodge 600-ES Turbo 4 | | | | 14,856 | | std. | std. | std. | std. | 757 |
| Diplomat Salon V-8 | 10,086 | | | | | std. | std. | std. | std. | 812 |
| Diplomat SE V-8 | 11,166 | | | | | std. | std. | std. | std. | 812 |
| Omni America 4-door Sedan will be available May 15 at $5,499. | | | | | | | | | | |
| **FORD** Escort Pony 4 | | | 6,052 | | | N.A. | N.A. | std. | 39 | N.A. |
| Escort L4 | 6,541 | | 6,327 | | 6,822 | 466 | 226 | std. | std. | 657 |
| Escort LX 4 | 7,448 | | 7,234 | | 7,729 | 390 | std. | std. | std. | 657 |
| Escort GT 4 | | | 8,112 | | | 390 | std. | std. | std. | 657 |
| Escort EXP Luxury Coupe 4 | | | 7,186 | | | 390 | 226 | std. | std. | 657 |
| Escort EXP Sport Coupe 4 | | | 8,235 | | | N.A. | std. | std. | std. | 657 |
| Mustang LX 4 | | 7,169 | 7,744 | | | 510 | std. | std. | std. | 762 |
| Mustang LX Convertible V-6 | | | | 12,879 | | std. | std. | std. | std. | 762 |
| Mustang GT V-8 | | | 10,778 | 14,610 | | 622 | std. | std. | std. | 762 |
| Mustang SVO Turbo 4 | | | 15,272 | | | N.A. | std. | std. | std. | std. |
| Tempo GL 4 | 7,508 | 7,358 | | | | 448 | 223 | std. | std. | 743 |
| Tempo LX 4 | 8,777 | 8,578 | | | | 448 | std. | std. | std. | 743 |
| Taurus L 4 | 9,645 | | | | | std. | std. | std. | std. | 762 |
| Taurus L Wagon V-6 | | | | | 10,824 | std. | std. | std. | std. | 762 |
| Taurus MT5 4 | 10,276 | | | | 10,741 | N.A. | std. | std. | std. | 762 |
| Taurus GL V-6 | 11,383 | | | | 11,851 | std. | std. | std. | std. | 762 |
| Taurus LX V-6 | 13,412 | | | | 13,921 | std. | std. | std. | std. | std. |

## USED CAR PRICE TRENDS AT AUCTIONS, 1975-1985

**Average prices of all cars at wholesale auctions**

| Auction year | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1975 | 2,075 | 1,979 | 1,916 | 2,187 | 2,070 | 2,271 | 2,232 | 2,127 | 2,171 | 2,054 | 2,041 | 2,040 |
| 1976 | 2,263 | 2,422 | 2,351 | 2,496 | 2,786 | 2,716 | 2,506 | 2,787 | 2,563 | 2,708 | 2,802 | 2,692 |
| 1977 | 2,563 | 2,838 | 2,998 | 2,913 | 2,796 | 2,687 | 2,489 | 2,617 | 2,642 | 2,755 | 2,889 | 2,669 |
| 1978 | 2,840 | 3,048 | 3,167 | 3,271 | 3,326 | 3,172 | 3,210 | 3,386 | 3,168 | 3,139 | 3,162 | 3,271 |
| 1979 | 3,373 | 3,462 | 3,303 | 3,227 | 3,023 | 3,120 | 2,913 | 3,231 | 3,133 | 3,266 | 3,293 | 3,262 |
| 1980 | 3,175 | 3,207 | 3,112 | 3,102 | 3,183 | 3,349 | 3,289 | 3,649 | 3,545 | 3,665 | 3,795 | 3,589 |
| 1981 | 3,981 | 4,076 | 4,076 | 4,116 | 4,326 | 4,286 | 4,398 | 4,548 | 4,321 | 4,364 | 4,315 | 4,117 |
| 1982 | 4,904 | 4,687 | 4,781 | 4,710 | 4,799 | 4,708 | 4,885 | 4,910 | 4,807 | 4,513 | 4,569 | 4,505 |
| 1983 | 4,646 | 4,733 | 5,010 | 5,069 | 5,173 | 5,138 | 5,172 | 5,159 | 5,190 | 5,241 | 5,059 | 4,308 |
| 1984 | 5,359 | 5,340 | 5,162 | 5,418 | 5,372 | 5,436 | 5,560 | 5,189 | 4,894 | 4,984 | 5,118 | 4,863 |
| 1985 | 4,992 | 4,782 | 4,928 | 4,961 | 5,203 | 5,296 | 4,815 | 5,172 | 4,883 | 4,759 | 4,714 | 4,559 |
| 1986 | 4,651 | 4,811 | 4,899 | | | | | | | | | |

## PRICE AVERAGES BY MONTH AND MODEL YEAR AT AUCTIONS, 1985 AND 1984

**1985**

| Model year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1985 | $11,375 | $14,691 | $12,924 | $11,744 | $11,515 | $11,181 | $10,804 | $11,068 | $10,176 | $ 9,706 | $ 9,989 | $ 9,839 |
| 1984 | 8,726 | 8,850 | 9,046 | 8,522 | 8,553 | 8,061 | 7,727 | 7,766 | 7,430 | 6,891 | 6,690 | 6,514 |
| 1983 | 5,978 | 6,171 | 6,028 | 6,464 | 6,474 | 6,306 | 5,971 | 5,923 | 6,177 | 6,047 | 5,820 | 5,594 |
| 1982 | 5,343 | 5,185 | 5,332 | 5,228 | 5,381 | 5,544 | 5,326 | 5,094 | 4,860 | 4,870 | 4,752 | 4,507 |
| 1981 | 4,350 | 4,049 | 2,623 | 3,323 | 4,399 | 4,536 | 4,141 | 4,228 | 3,991 | 3,591 | 3,543 | 3,474 |
| 1980 | 3,600 | 3,301 | 3,474 | 3,511 | 3,226 | 3,528 | 3,245 | 3,165 | 3,008 | 2,896 | 2,738 | 2,694 |
| 1979 | 2,771 | 2,742 | 2,809 | 2,622 | 2,706 | 2,953 | 2,590 | 2,585 | 2,519 | 2,404 | 2,254 | 2,207 |
| 1978 | 2,117 | 1,907 | 1,578 | 1,938 | 2,039 | 2,114 | 2,139 | 2,099 | 2,099 | 1,848 | 1,765 | 1,696 |
| Overall Average | $ 4,992 | $ 4,782 | $ 4,928 | $ 4,961 | $ 5,203 | $ 5,296 | $ 4,815 | $ 5,172 | $ 4,883 | $ 4,759 | $ 4,714 | $ 4,559 |

**1984**

| Model year | Jan. | Feb. | March | April | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1984 | $10,118 | $10,278 | $12,302 | $13,891 | $11,393 | $10,601 | $11,772 | $ 9,793 | $ 9,747 | $ 9,894 | $ 9,945 | $ 9,531 |
| 1983 | 8,110 | 8,567 | 8,066 | 8,850 | 9,040 | 8,284 | 7,793 | 7,732 | 7,364 | 7,471 | 6,999 | 6,760 |
| 1982 | 6,338 | 6,218 | 6,357 | 6,589 | 6,165 | 6,185 | 6,759 | 5,882 | 5,762 | 6,074 | 5,565 | 5,112 |
| 1981 | 5,279 | 5,154 | 5,393 | 5,344 | 5,193 | 5,091 | 5,681 | 5,147 | 5,020 | 4,474 | 4,623 | 4,454 |
| 1980 | 4,239 | 4,526 | 4,351 | 4,621 | 4,345 | 4,358 | 4,222 | 4,310 | 3,932 | 3,986 | 3,813 | 3,528 |
| 1979 | 3,902 | 3,469 | 3,698 | 4,008 | 3,671 | 3,963 | 4,100 | 3,529 | 3,237 | 3,204 | 3,110 | 2,932 |
| 1978 | 2,589 | 2,421 | 2,744 | 2,910 | 2,431 | 2,432 | 2,644 | 2,456 | 2,346 | 2,350 | 2,262 | 2,047 |
| 1977 | 1,999 | 1,907 | 2,365 | 2,159 | 1,893 | 1,830 | 2,114 | 1,916 | 2,213 | 1,647 | 1,738 | |
| Overall Average | $ 5,359 | $ 5,340 | $ 5,162 | $ 5,418 | $ 5,372 | $ 5,436 | $ 5,560 | $ 5,189 | $ 4,894 | $ 4,984 | $ 5,118 | $ 4,863 |

# PRICES

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| LTD V-6 | 10,032 | | | | 10,132 | std. | std. | std. | std. | 762 |
| LTD Brougham V-6 | 10,420 | | | | | std. | std. | std. | std. | 762 |
| Thunderbird V-6 | | 11,020 | | | | std. | std. | std. | std. | 762 |
| Thunderbird Elan V-6 | | 12,554 | | | | std. | std. | std. | std. | 762 |
| Thunderbird Turbo Coupe 4 | | 14,143 | | | | 315 | std. | std. | std. | 762 |
| LTD Crown Victoria V-8 | 12,562 | 13,022 | | | 12,405 | std. | std. | std. | std. | 762 |
| LTD Country Squire V-8 | | | | | 12,655 | std. | std. | std. | std. | 762 |
| LTD Crown Victoria LX V-8 | 13,784 | 13,752 | | | 13,567 | std. | std. | std. | std. | 762 |
| LTD Country Squire LX V-8 | | | | | 13,817 | std. | std. | std. | std. | 762 |
| **HONDA** U.S.-built models | | | | | | | | | | |
| Accord DX 4 | 9,998 | | 9,195 | | | 490 | std. | std. | 149* | 650 |
| Accord LX4 | 11,979 | | | | | 490 | std. | std. | std. | std. |
| Accord LXi 4 | 13,727 | | 12,115 | | | 490 | std. | std. | std. | std. |

*—Radio is AM/FM stereo. Price does not include dealer installation charge.

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **LINCOLN** Town Car V-8 | 20,764 | | | | | std. | std. | std. | std. | std. |
| Town Car Signature V-8 | 23,972 | | | | | std. | std. | std. | std. | std. |
| Town Car Cartier V-8 | 25,235 | | | | | std. | std. | std. | std. | std. |
| Mark VII V-8 | | 22,399 | | | | std. | std. | std. | std. | std. |
| Mark VII Bill Blass V-8 | | 23,980 | | | | std. | std. | std. | std. | std. |
| Mark VII LSC V-8 | | 23,980 | | | | std. | std. | std. | std. | std. |
| Continental V-8 | 24,556 | | | | | std. | std. | std. | std. | std. |
| Continental Givenchy V-8 | 26,960 | | | | | std. | std. | std. | std. | std. |
| **MERCURY** Lynx 4 | | | 6,182 | | | N.A. | std. | std. | 39 | N.A. |
| Lynx L 4 | 6,686 | | 6,472 | | 6,967 | 466 | 226 | std. | std. | 657 |
| Lynx GS 4 | 7,376 | | 7,162 | | 7,657 | 390 | 226 | std. | std. | 657 |
| Lynx XR3 4 | | | 8,193 | | | 390 | std. | std. | std. | 657 |
| Capri GS 4 | | | 8,331 | | | 510 | std. | std. | std. | 762 |
| Capri 5.0L V-8 | | | 11,037 | | | 622 | std. | std. | std. | 762 |
| Topaz GS 4 | 8,235 | 8,085 | | | | 448 | std. | std. | std. | 743 |
| Topaz LS 4 | 9,494 | 9,224 | | | | 448 | std. | std. | std. | 743 |
| Sable GS 4 | 10,700 | | | | | std. | std. | std. | std. | 762 |
| Sable GS Wagon V-6 | | | | | 11,837 | std. | std. | std. | std. | 762 |
| Sable LS V-6 | 12,635 | | | | 13,129 | std. | std. | std. | std. | 762 |
| Marquis 4 | 9,660 | | | | | std. | std. | std. | std. | 762 |
| Marquis Wagon V-6 | | | | | 10,254 | std. | std. | std. | std. | 762 |
| Marquis Brougham 4 | 10,048 | | | | | std. | std. | std. | std. | 762 |
| Marquis Brougham Wagon V-6 | | | | | 10,613 | std. | std. | std. | std. | 762 |
| Cougar GS V-6 | | 11,421 | | | | std. | std. | std. | std. | 762 |
| Cougar LS V-6 | | 12,757 | | | | std. | std. | std. | std. | 762 |
| Cougar XR-7 Turbo 4 | | 14,377 | | | | 315 | std. | std. | std. | 762 |
| Grand Marquis V-8 | 13,504 | 13,480 | | | | std. | std. | std. | std. | 762 |
| Grand Marquis LS V-8 | 13,952 | 13,929 | | | | std. | std. | std. | std. | 762 |
| Colony Park V-8 | | | | | 13,724 | std. | std. | std. | std. | 762 |
| **NISSAN** (U. S.-built models) | | | | | | | | | | |
| Sentra 4 | | 5,649 | | | | N.A. | N.A. | std. | * | N.A. |
| Sentra Deluxe 4 | | 6,969 | | | | 660** | N.A. | std. | * | 665 |
| Sentra XE 4 | | 7,649 | | | | 400 | N.A. | std. | std. | 665 |

*—Radio is dealer-installed. Nissan does not quote a price.
**—Automatic transmission price includes radio on Sentra Deluxe.
1987 models have been priced, but U.S. assembly will not begin until August.

| | 4-Door | 2-Door | 2-Door Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| **OLDSMOBILE** Firenza 4 | 8,035 | 7,782 | | | 8,259 | 465 | 215 | std. | std. | 645 |
| Firenza S 4 | | | 7,941 | | | 465 | 215 | std. | std. | 645 |
| Firenza LC 4 | | 8,611 | | | | 465 | std. | std. | std. | 645 |
| Firenza GT 4 | | | 9,774 | | | 465 | std. | std. | std. | 645 |

Continued on page 58

# Import prices

Continued from page 56

dealer.

Prices include gas-guzzler tax of $1,500 on Biturbo and $2,650 on Quattroporte.

**MAZDA**

**323 SERIES**—3-door hatchback, $5,795; Deluxe 3-door hatchback, $7,395; Luxury 3-door hatchback, $8,095; Deluxe 4-door sedan, $7,895; Luxury 4-door sedan, $8,495. **Power disk brakes** standard on all models. **Automatic transmission** is $405, not available on base 3-door hatchback.

**626 SERIES**—Deluxe 2-door sedan, $9,545; Luxury 2-door sedan, $11,345; GT Turbo 2-door sedan, $12,995; Deluxe 4-door sedan, $9,295; Luxury 4-door sedan, $11,045; GT Turbo 4-door sedan, $12,695; Luxury Touring 4-door sedan, $11,945; GT Turbo 4-door Touring Sedan, $13,595. **Power disk brakes** standard on all models. **Power steering, radio** standard on Luxury, Luxury Touring and GT Turbo models. **Automatic transmission** is $440, not available on GT Turbo models.

**RX-7 SERIES**—Coupe, $13,595; 2.2 coupe, $14,095; GXL coupe, $18,445; GXL 2.2 coupe, $18,945; Turbo coupe (1987 model), $20,195. **Power disk brakes, radio** standard on all models. **Power steering, air conditioning** standard on GXL and Turbo. **Automatic transmission** is $585.

Manual transmission is 4-speed on 323 base 3-door hatchback, 5-speed on all other models.

Prices include dealer prep fee.

**MAZDA PICKUP TRUCKS**

**B-2000**—Standard short bed, $6,295; Standard long bed, $6,495; SE-5 short bed, $6,795; SE-5 long bed, $6,995; LUX short bed, $7,895; LUX long bed, $8,095; LUX short bed (with convenience package), $8,595; LUX long bed (with convenience package), $8,795; Cab Plus, $7,695; SE-5 Cab Plus, $8,095; LUX Cab Plus, $8,995; LUX Cab Plus (with convenience package), $9,695. **5-speed transmission, power disk brakes** standard on all models. **Radio** standard on LUX models.

Prices include dealer prep fee.

**MERCEDES-BENZ**

**190 SERIES**—190E 2.3 4-door sedan, $25,080; 190E 2.3 4-door sedan (automatic), $25,710; 190D 2.5 4-door sedan (diesel), $25,080; 190E 2.5 4-door sedan (diesel, automatic), $25,710; 190E 2.3-16 4-door sedan, $36,820; 190E 2.3-16 4-door sedan (automatic), $37,450.

**300 SERIES**-300E 4-door sedan, $35,870; 300E 4-door sedan (automatic), $36,710.

**300-SDL TURBO**—4-door sedan (automatic), $43,800.

**420 SERIES**—420-SEL 4-door sedan (automatic), $47,720.

**560 SERIES**—560-SEL 4-door sedan (automatic), $56,390; 560-SL coupe/roadster (automatic), $51,000; 560-SEC coupe (automatic), $62,110.

**Power steering, power disk brakes, radio, air conditioning** standard on all models.

Manual transmission models are 5-speed.

Prices include dealer prep fee.

**MERKUR**

**XR4TI**—Coupe (5-speed), $16,361. **5-speed transmission, power steering, power disk brakes, radio, air conditioning** are standard. **Automatic transmission** is $440.

Price includes dealer prep fee.

Merkur is sold by Lincoln-Mercury dealers.

**MITSUBISHI**

**MIRAGE**—2-door hatchback, $5,869; L 2-door hatchback, $7,069; L 2-door hatchback (automatic), $7,469; Turbo sport hatchback, $8,229; Turbo sport hatchback (automatic, power steering), $8,819. **Power disk brakes** standard on all models.

**TREDIA**—4-door sedan, $7,749; L 4-door sedan, $9,079; L 4-door sedan (automatic), $9,469; LS 4-door sedan (automatic), $10,279; Turbo 4-door sedan, $10,089. **Power disk brakes** standard on all models. **Power steering, radio** standard on all models except base sedan.

**CORDIA**—L Sport 2-door hatchback, $9,319; L Sport 2-door hatchback (automatic), $9,709; Turbo Sport 2-door hatchback, $10,799. **Power steering, power disk brakes, radio** standard on all models.

**GALANT**—4-door Luxury Sedan, $13,899. **Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard.

**STARION**—LE Turbo 2 + 2 coupe, $15,209; LE Turbo 2 + 2 coupe (automatic), $15,769; ESI-R Turbo 2 + 2 coupe, $17,569. **Power steering, power disk brakes, radio, air conditioning** are standard.

**MONTERO (sport/utility)**—Standard, $9,369; Montero, $10,599; Montero (automatic), $11,009. **Power steering, power disk brakes** standard on all models. **Radio** standard on all except base model. All models except base must be ordered with Sport Group at $829.

Manual transmission models are 5-speed, except for base Mierage hatchback, which is 4-speed.

Prices include dealer prep fee.

**MITSUBISHI PICKUP TRUCKS**

**2-WHEEL DRIVE**—Mighty Max, $5,989; Mighty Max (automatic), $6,359; Mighty Max Sport, $6,449; SPX, $7,239. **Power disk brakes** standard on all models.

**4-WHEEL DRIVE**—Mighty Max, $8,549; SPX, $9,599. **Power disk brakes** standard on both models.

Manual transmission models are 5-speed.

Prices include dealer prep fee.

**NISSAN**

**SENTRA (1987 models)**—Standard 2-door sedan, $5,999; E 2-door sedan, $6,999; E 2-door sedan (automatic), $7,679; XE 2-door sedan, $7,849; XE 2-door sedan (automatic), $8,659; E 3-door hatchback, $7,199; E 3-door hatchback (automatic), $7,879; XE 3-door hatchback, $7,999; XE 3-door hatchback (automatic), $8,809; E 4-door sedan, $7,399; E 4-door sedan (automatic), $8,079; XE 4-door sedan, $8,199; XE 4-door sedan (automatic), $9,009; GXE 4-door sedan, $9,009; GXE 4-door sedan (automatic), $9,559; XE 4-door wagon, $8,499; XE 4-door wagon (automatic), $9,309; GXE 4-door wagon, $9,399; GXE 4-door wagon (automatic), $9,859; XE coupe, $8,699; XE coupe (automatic), $9,509; SE coupe, $9,699; SE coupe (automatic), $10,159. **Power disk brakes** standard on all models. **Power steering, radio** standard on all XE, GXE and SE models.

Sentra 2-door sedans and 4-door sedans will be assembled in Smyrna, Tenn. Production of 1987 models is scheduled to start at Smyrna in August, 1986.

**PULSAR NX**—Coupe, $9,099; coupe (automatic), $9,559. **Power steering, power disk brakes, radio** standard on both models.

**STANZA**—4-door sedan, $10,069; 4-door sedan (automatic), $10,619; XE wagon (2-wheel drive), $10,799; XE wagon (2-wheel drive, automatic), $11,449; E wagon (4-wheel drive), $11,429; XE wagon (4-wheel drive), $12,099. **Power steering, power disk brakes, radio** standard on all models.

**200-SX**—E coupe, $9,899; E coupe (automatic), $10,449; XE coupe, $11,299; XE coupe (automatic), $11,849; E hatchback coupe, $10,199 E hatchback coupe (automatic), $10,749; XE hatchback coupe, $11,899; XE hatchback coupe (automatic), $12,449; Turbo hatchback coupe, $13,549. **Power steering, power disk brakes, radio** standard on all models.

**MAXIMA (1987 models)**—SE 4-door sedan, $15,199; GXE 4-door sedan, $15,199; GL 4-door wagon, $16,149. **Power steering, power disk brakes, radio, air conditioning** standard on all models. **Automatic transmission** standard on GXE models

**300-ZX**—Coupe (non T-bar roof), $17,999; coupe (non T-bar roof, automatic), $18,549; coupe, $18,999; coupe (automatic), $19,549; 2 + 2 coupe, $20,149; 2 + 2 coupe (automatic), $20,699; Turbo coupe, $20,999; Turbo coupe (automatic), $21,549. **Power steering, power disk brakes, radio, air conditioning** standard on all models.

All Nissan prices include dealer prep fee.

**NISSAN PICKUP TRUCKS**

**REGULAR BED (2-wheel drive)**—Standard, $6,299; Model E, $6,949; Model E (automatic), $7,799; SE V-6, $9,399; SE V-6 (automatic), $10,099.

**LONG BED (2-wheel drive)**—Model E, $7,249; Model E (automatic), $8,099; XE, $8,199; XE (automatic), $8,799; Heavy-Duty (E), $8,549; Heavy-Duty (E), (automatic) $9,499.

**CAB AND CHASSIS (2-wheel drive)**—Dual rear wheel (E), $8,549; dual rear wheel (E) (automatic), $9,249.

**KING CAB (2-wheel drive)**—Model E, $8,049; Model E (automatic), $8,899; XE, $8,999; XE (automatic), $9,599; SE V-6, $10,499; SE V-6 (automatic), $11,199.

**4-WHEEL DRIVE**—E regular bed, $9,249; SE V-6 regular bed, $11,699; XE long bed, $10,549; King Cab XE, $11,299; King Cab SE V-6, $12,799.

**Power disk brakes** standard on all models. **Power steering** standard on XE, SE, Cab/Chassis and Heavy-Duty models; included with automatic transmission on E 2-wheel-drive models. **Radio** standard on SE models.

Nissan truck prices include dealer prep fee.

**PEUGEOT**

**505 SERIES**—GL 4-door sedan, $12,615; GL 4-door sedan (automatic), $13,150; S 4-door sedan, $15,965; S 4-door sedan (automatic), $16,500; STI 4-door sedan, $17,065; STI 4-door sedan (automatic), $17,600; GL 4-door wagon, $13,185; GL 4-door wagon (automatic), $13,720; S 4-door wagon, $17,130; S 4-door wagon (automatic), $17,665. **Power steering, power disk brakes** standard on all models. **Radio, air conditioning** standard on S and STI models.

**505 TURBO**—4-door sedan, $18,740; 4-door sedan (automatic), $19,275; 4-door wagon (automatic), $20,435. **Power steering, power disk brakes, radio, air conditioning** standard on all models.

Manual transmission models are 5-speed.

**PININFARINA**

Convertible (5-speed), $16,995; convertible (automatic), $17,490. **Power disk brakes, radio, air conditioning** are standard.

Prices do not include dealer prep fee of $179.

Prices are for 1985 models.

**PLYMOUTH**

**COLT**—E 3-door hatchback, $5,633; DL 3-door hatchback, $6,510; E 4-door sedan, $6,533; DL 4-door sedan, $6,862; Premier 4-door sedan, $7,893. **Power disk brakes** standard on all models. **Automatic transmission** is $392, not available on E 3-door hatchback.

**COLT VISTA**—5-door wagon (2-wheel drive), $9,376;

Continued on page 58

## COMPARING PRICES: 1986 vs. 1985

### SUBCOMPACTS

| | March 25, 1986 | March 25, 1985 |
|---|---|---|
| Chevette CS 2-dr. | $5,645 | $5,470 |
| Pontiac 1000 2-dr. | 5,749 | 5,575 |
| Chevette CS 4-dr. | 5,959 | 5,790 |
| Pontiac 1000 4-dr. | 5,969 | 5,795 |
| Nissan Sentra 2-dr. | 5,999 | 5,499 |
| Alliance 2-dr. | 5,999 | 5,995 |
| Escort 2-dr. | 6,052 | 5,620 |
| Lynx 2-dr. | 6,182 | 5,750 |
| Alliance 4-dr. | 6,199 | — |
| Horizon 4-dr. | 6,209 | 5,999 |
| Omni 4-dr. | 6,209 | 5,999 |
| Escort L 2-dr. | 6,327 | 5,876 |
| Lynx L 2-dr. | 6,472 | 6,170 |
| Alliance L 2-dr. | 6,510 | 6,400 |
| Escort L 4-dr. | 6,541 | 6,091 |
| Omni SE 4-dr. | 6,558 | 6,342 |
| Horizon SE 4-dr. | 6,558 | 6,342 |
| Lynx L 4-dr. | 6,686 | 6,384 |
| Encore S 2-dr. | 6,710 | 6,360 |
| Alliance L 4-dr. | 6,760 | 6,650 |
| Charger 2-dr. | 6,787 | 6,584 |
| Turismo 2-dr. | 6,787 | 6,584 |
| Escort L Wagon | 6,822 | 6,305 |
| Encore S 4-dr. | 6,960 | 6,610 |
| Lynx L Wagon | 6,967 | 6,508 |
| Golf 2-dr. | 7,150 | 6,790 |
| Escort EXP 2-dr. | 7,186 | 6,697 |
| Golf 4-dr. | 7,200 | 7,000 |
| Nova 4-dr. | 7,435 | — |
| Charger 2.2 2-dr. | 7,732 | 7,515 |
| Turismo 2.2 2-dr. | 7,732 | 7,515 |
| Fiero 2-dr. | 8,949 | 8,495 |
| Daytona 2-dr. | 9,013 | 8,505 |
| Accord 2-dr. | 9,195 | 7,895 |
| VW GTI 2-dr. | 9,350 | 8,990 |
| Shelby Charger 2-dr. | 9,361 | 8,995 |
| Laser 2-dr. | 9,364 | 8,854 |
| Fiero Sport Coupe | 9,449 | 8,995 |
| Accord 4-dr. | 9,998 | 8,845 |

### COMPACTS

(2-Door Models, unless otherwise noted)

| | | |
|---|---|---|
| Cavalier 4 | $6,706 | — |
| Aries 4 | 7,184 | 6,924 |
| Reliant | 7,184 | 6,924 |
| Mustang 4 | 7,189 | 6,989 |
| Tempo 4 | 7,358 | 7,052 |
| Sunbird | 7,469 | 6,995 |
| Firenza 4 | 7,782 | 7,588 |
| Skyhawk 4 | 7,844 | 7,512 |
| Topaz 4 | 8,085 | 7,767 |
| Capri 4 | 8,331 | 8,131 |
| Camaro 4 | 8,935 | 8,530 |
| Firebird | 9,279 | 8,849 |
| LeBaron | 9,977 | 9,574 |
| Eagle 6 (4-dr.) | 10,836 | 10,457 |
| Cimarron 4 (4-dr.) | 13,128 | 12,962 |

### COMPACT WAGONS

(4-Door Models)

| | | |
|---|---|---|
| Cavalier 4 | $7,047 | $6,767 |
| Sunbird 4 | 7,879 | 7,485 |
| Reliant 4 | 8,186 | 7,939 |
| Aries 4 | 8,186 | 7,939 |
| Skyhawk 4 | 8,426 | 8,077 |
| Firenza 4 | 8,259 | 7,898 |
| Eagle 6 | 11,606 | 11,127 |
| LeBar. Town & Coun. 4 | 11,370 | 10,495 |

### INTERMEDIATES

(2-Door Models, unless otherwise noted)

| | | |
|---|---|---|
| Grand Am 4 | $8,549 | $8,149 |
| Celebrity 4 | 8,735 | 8,264 |
| Caravelle 4 (4-dr.) | 9,241 | 9,007 |
| Calais 4 | 9,283 | 8,669 |
| Somerset 4 | 9,425 | 9,034 |
| Lancer 4 (4-dr.) | 9,426 | 8,927 |
| Pontiac 6000 4 | 9,549 | 9,089 |
| Dodge 600 4 | 9,577 | 9,174 |
| Taurus 4 (4-dr.) | 9,645 | — |
| Marquis 4 (4-dr.) | 9,660 | 9,188 |
| LeBaron GTS 4 (4-dr.) | 9,754 | 9,244 |
| LTD V-6 (4-dr.) | 10,032 | 9,066 |
| Century 4 | 10,052 | 9,565 |
| Cutlass Ciera 4 | 10,153 | 9,493 |
| Monte Carlo V-6 | 10,241 | 9,731 |
| Bonneville V-6 (4-dr.) | 10,249 | 9,749 |
| Grand Prix V-6 | 10,259 | 9,759 |
| Regal V-6 | 10,654 | 10,129 |
| Cutlass Supreme V-6 | 10,698 | 9,993 |
| Sable 4 (4-dr.) | 10,700 | — |
| Thunderbird V-6 | 11,020 | 10,443 |
| Cougar V-6 | 11,421 | 10,844 |
| New Yorker 4 (4-dr.) | 13,409 | 12,921 |

### INTERMEDIATE WAGONS

(4-Door Models)

| | | |
|---|---|---|
| Celebrity 4 | $9,081 | $8,649 |
| Pontiac 6000 4 | 10,095 | 9,599 |
| Century 4 | 10,648 | 10,140 |
| Cutlass Ciera 4 | 10,734 | 10,055 |
| LTD V-6 | 10,132 | 9,655 |
| Marquis V-6 | 10,254 | 9,777 |
| Taurus V-6 | 10,824 | — |
| Sable V-6 | 11,837 | — |

### STANDARD-SIZE

(4-Door Models)

| | | |
|---|---|---|
| Plym. Gran Fury V-8 | $10,086 | $9,658 |
| Dodge Diplomat V-8 | 10,086 | 9,658 |
| Chevrolet Caprice V-6 | 10,243 | 9,709 |
| Caprice Classic V-6 | 10,795 | 10,239 |
| Pont. Parisienne V-6 | 11,169 | 10,599 |
| Buick LeSabre V-6 | 12,511 | 10,815 |
| Ford Crown Vic. V-8 | 12,562 | 11,912 |
| Olds Delta Royale V-6 | 12,760 | 10,798 |
| Merc. Grd. Marquis V-8 | 13,504 | 12,661 |

*—Impala 1985.

### STANDARD-SIZE WAGONS

(4-Door, V-8)

| | | |
|---|---|---|
| Chevrolet Caprice | $11,511 | $10,928 |
| Pontiac Parisienne | 11,779 | 11,175 |
| Ford Crown Victoria | 12,405 | 11,850 |
| Ford Country Squire | 12,655 | 12,100 |
| Olds Custom Cruiser | 13,416 | 11,860 |
| Buick LeSabre Estate | 13,622 | 12,958 |
| Mercury Colony Park | 13,724 | 12,873 |
| Buick Electra Estate | 16,402 | 15,629 |

### LUXURY CARS

| | | |
|---|---|---|
| Chrysler Fifth Ave. 4-dr. | $14,910 | $14,428 |
| Buick Electra 4-dr. | 15,588 | 14,883 |
| Olds 98 4-dr. | 15,989 | 15,224 |
| Olds Toronado 2-dr. | 19,418 | 17,134 |
| Buick Riviera 2-dr. | 19,831 | 17,044 |
| Cadillac DeVille 4-dr. | 19,990 | 18,947 |
| Lincoln Town Car | 20,764 | 19,458 |
| Cad. Fleet. Bro. 4-dr. (RWD) | 21,265 | 21,835 |
| Lincoln Mark VII 2-dr. | 22,399 | 22,399 |
| Cad. Eldorado 2-dr. | 24,251 | 21,335 |
| Lincoln Cont. 4-dr. | 24,556 | 23,086 |
| Cadillac Seville 4-dr. | 26,756 | 23,729 |
| Chev. Corvette 2-dr. | 27,027 | 24,891 |
| Chrys. Executive Limo. | 27,495 | 26,318 |
| Cadillac Limousine | 33,895 | 32,640 |

### CONVERTIBLES

| | | |
|---|---|---|
| Alliance L 4 | $10,557 | $10,295 |
| Alliance DL 4 | 11,557 | 11,295 |
| Dodge 600 4 | 11,695 | 11,052 |
| Cavalier 4 | 12,530 | 11,927 |
| LeBaron 4 | 12,695 | 12,052 |
| Sunbird SE | 12,779 | 12,295 |
| Mustang LX V-6 | 12,879 | 12,237 |
| Sunbird GT 4 | 14,399 | — |
| Mustang GT V-8 | 14,610 | 13,930 |
| Dodge 600-ES Turbo 4 | 14,856 | 14,195 |
| LeBaron Mark Cross 4 | 16,595 | 16,194 |
| LeBar. Town & Coun. 4 | 17,595 | 17,194 |
| Corvette V-8 | 32,038 | — |

Comparison of selected 1986 and 1985 domestic models by market class. Prices are Manufacturers' Suggested Retail Prices in effect on March 25 of each year.

No adjustment has been made for year-to-year equipment changes of dealer discount changes or for standard-equipment variations among competing models. If there is no entry in the 1985 column, it means that the 1986 model is new or had no direct counterpart in 1985.

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## U.S. prices

*Continued from page 57*

| | 4-Door | 2-Door | 2-Dour Hatchback | Convertible | 4-Door Wagon | Automatic Trans. | Power Steering | Power Brakes | Radio | Air Cond. |
|---|---|---|---|---|---|---|---|---|---|---|
| Firenza LX 4 | 8,626 | | | | | 465 | std. | std. | std. | 645 |
| Calais 4 | 9,478 | 9,283 | | | | 465 | std. | std. | std. | 645 |
| Calais Supreme 4 | 9,863 | 9,668 | | | | 465 | std. | std. | std. | 645 |
| Cutlass Ciera 4 | 10,354 | 10,153 | | | | std. | std. | std. | std. | 750 |
| Cutlass Ciera S V-6 | | 10,354 | | | | std. | std. | std. | std. | 750 |
| Cutlass Ciera SL V-6 | | 10,868 | | | | std. | std. | std. | std. | 750 |
| Cutlass Ciera Brougham 4 | 10,868 | 10,645 | | | | std. | std. | std. | std. | 750 |
| Cutlass Cruiser 4 | | | | | 10,734 | std. | std. | std. | std. | 750 |
| Cutlass Supreme V-6 | 10,872 | 10,698 | | | | std. | std. | std. | std. | 750 |
| Cutlass Supreme Brougham V-6 | 11,551 | 11,408 | | | | std. | std. | std. | std. | 750 |
| Cutlass Salon V-6 | | 11,728 | | | | std. | std. | std. | std. | 750 |
| Delta 88 Royale V-6 | 12,760 | 12,760 | | | | std. | std. | std. | std. | std. |
| Delta 88 Royale Brougham V-6 | 13,491 | 13,491 | | | | std. | std. | std. | std. | std. |
| Custom Cruiser V-8 | | | | | 13,416 | std. | std. | std. | std. | std. |
| 98 Regency V-6 | 15,989 | 16,062 | | | | std. | std. | std. | std. | std. |
| 98 Regency Brougham V-6 | 16,979 | 17,052 | | | | std. | std. | std. | std. | std. |
| Toronado V-6 | | 19,418 | | | | std. | std. | std. | std. | std. |
| **PLYMOUTH** Horizon 4 | 6,209 | | | | | 504 | 230 | std. | 113 | 663 |
| Horizon SE 4 | 6,558 | | | | | 504 | 230 | std. | std. | 663 |
| Turismo 4 | | | 6,787 | | | 504 | 230 | std. | 113 | 663 |
| Turismo 2.2 4 | | | 7,732 | | | 504 | 230 | std. | std. | 663 |
| Reliant 4 | 7,301 | 7,184 | | | | 504 | 230 | std. | std. | 757 |
| Reliant SE 4 | 7,759 | 7,639 | | | 8,186 | 504 | 230 | std. | std. | 757 |
| Reliant LE 4 | 8,207 | 8,087 | | | | 504 | 230 | std. | std. | 757 |
| Reliant LE Wagon 4 | | | | | 8,936 | 504 | std. | std. | std. | 757 |
| Caravelle 4 | 9,241 | | | | | std. | std. | std. | std. | 757 |
| Caravelle SE 4 | 9,810 | | | | | std. | std. | std. | std. | 757 |
| Gran Fury V-8 | 10,086 | | | | | std. | std. | std. | std. | 812 |
| Horizon America 4-door sedan will be available May 15 at $5,499. | | | | | | | | | | |
| **PONTIAC** 1000 4 | 5,969 | | 5,749 | | | 425 | 215 | 100 | std. | 645 |
| Sunbird 4 | 7,495 | | | | 7,879 | 390 | 215 | std. | 112 | 645 |
| Sunbird SE 4 | | 7,469 | 7,829 | | | 390 | 215 | std. | 112 | 645 |
| Sunbird SE Conv. 4 | | | | 12,779 | | 390 | std. | std. | std. | 645 |
| Sunbird GT 4 | 9,499 | 9,459 | 9,819 | 14,399 | | 465 | std. | std. | std. | 645 |
| Fiero 4 | | 8,949 | | | | N.A. | N.A. | std. | 112 | N.A. |
| Fiero Sport Coupe 4 | | 9,449 | | | | 465 | N.A. | std. | std. | 750 |
| Fiero SE 4 | | 10,595 | | | | 465 | N.A. | std. | std. | 750 |
| Fiero GT 4 | | 12,875 | | | | 515 | N.A. | std. | std. | 750 |
| Grand Am 4 | 8,749 | 8,549 | | | | 465 | std. | std. | std. | 645 |
| Grand Am LE 4 | 9,279 | 9,079 | | | | 465 | std. | std. | std. | 645 |
| Grand Am SE V-6 | 11,749 | 11,499 | | | | std. | std. | std. | std. | 645 |
| Firebird 4 | | 9,279 | | | | 465 | std. | std. | std. | 750 |
| Firebird SE V-6 | | 11,995 | | | | 465 | std. | std. | std. | 750 |
| Firebird Trans Am V-8 | | 12,395 | | | | 465 | std. | std. | std. | 750 |
| Pontiac 6000 4 | 9,729 | 9,549 | | | 10,095 | std. | std. | std. | std. | 750 |
| 6000 LE 4 | 10,195 | 10,049 | | | 10,579 | std. | std. | std. | std. | 750 |
| 6000 SE V-6 | 11,179 | | | | 11,825 | std. | std. | std. | std. | 750 |
| 6000 STE V-6 | 15,949 | | | | | std. | std. | std. | std. | std. |
| Bonneville V-6 | 10,249 | | | | | std. | std. | std. | std. | 750 |
| Bonneville LE V-6 | 10,529 | | | | | std. | std. | std. | std. | 750 |
| Bonneville Brougham V-6 | 11,079 | | | | | std. | std. | std. | std. | 750 |
| Grand Prix V-6 | | 10,259 | | | | std. | std. | std. | std. | 750 |
| Grand Prix LE V-6 | | 10,795 | | | | std. | std. | std. | std. | 750 |
| Grand Prix Brougham V-6 | | 11,579 | | | | std. | std. | std. | std. | 750 |
| Grand Prix 2 + 2 V-6 | | 17,386 | | | | std. | std. | std. | std. | std. |
| Parisienne V-6 | 11,169 | | | | | std. | std. | std. | std. | 750 |
| Parisienne Wagon V-8 | | | | | 11,779 | std. | std. | std. | std. | 750 |
| Parisienne Brougham V-6 | 11,949 | | | | | std. | std. | std. | std. | 750 |
| **RENAULT** (U. S.-built models) | | | | | | | | | | |
| Alliance 4 | 6,199 | 5,999 | | | | 469 | 227 | std. | 93 | 685 |
| Alliance L 4 | 6,760 | 6,510 | | | | 469 | 227 | std. | 93 | 685 |
| Alliance L Conv. 4 | | | | 10,557 | | 469 | 227 | std. | 93 | 685 |
| Alliance DL 4 | 7,360 | 7,110 | | | | 469 | 227 | std. | 93 | 685 |
| Alliance DL Conv. 4 | | | | 11,557 | | 469 | 227 | std. | 93 | 685 |
| Encore S 4 | 6,960 | | 6,710 | | | 469 | 227 | std. | std. | 685 |
| Encore LS 4 | 7,560 | | 7,310 | | | 469 | 227 | std. | std. | 685 |
| Encore GS 4 | | | 7,968 | | | 469 | 227 | std. | std. | 685 |
| Encore Electronic 4 | | | 7,498 | | | 469 | 227 | std. | std. | 685 |
| **VOLKSWAGEN** (U.S.-built models) | | | | | | | | | | |
| Golf 4 (diesel) | 7,200 | | 7,150 | | | N.A. | 235 | std. | 295* | 695 |
| Golf 4 (gasoline) | 7,400 | | 7,190 | | | 435 | 235 | std. | 295* | 695 |
| GTI 4 (gasoline) | | | 9,350 | | | N.A. | 235 | std. | 295* | 695 |

*—Radio price is for AM/FM/Stereo Unit.

## Import prices

*Continued from page 57*

5-door wagon (4-wheel drive), $10,502. **Power disk brakes** standard on both models. **Power steering** standard on 4WD model. **Automatic transmission** is $392 with 2WD, not available with 4WD.

**CONQUEST**—2-door liftback, $13,740. **Power steering, power disk brakes, radio** are standard. **Automatic transmission** is $565.

Manual transmission is 4-speed on Colt E 3-door hatchback, 5-speed on other Colt, Colt Vista and Conquest models.

Prices include dealer prep fee.

Plymouth imports are made by Mitsubishi.

### PORSCHE

**944**—Coupe, $24,500; coupe (automatic), $25,000; Turbo coupe, $29,800. (**Power steering, power disk brakes, air conditioning** standard on all models.

**911 CARRERA**—Coupe, $33,975; Targa coupe, $35,500; Cabriolet, $38,750; Turbo coupe, $53,475. **Power disk brakes, air conditioning** standard on all models.

**928**—Coupe (5-speed or automatic), $51,900. **Power steering, power disk brakes, radio, air conditioning** are standard.

Manual transmission models are 5-speed, except for 911 Turbo coupe which is 4-speed.

Price of 911 Turbo coupe does not include gas-guzzler tax.

Prices do not include prep fee of $245.

### RENAULT

**ALLIANCE**—2-door sedan, $5,999; 4-door sedan, $6,199; L 2-door sedan, $6,510; L 4-door sedan, $6,760; L convertible, $10,557; DL 2-door sedan, $7,110; DL 4-door sedan, $7,360; DL convertible, $11,557. **Power disk brakes** standard on all models. **Automatic transmission** is $469. Alliance models are built in the U.S.

**ENCORE**—S 3-door liftback, $6,710; S 5-door liftback, $6,960; Electronic 3-door liftback, $7,498; LS 3-door liftback, $7,310; LS 5-door liftback, $7,560; GS 3-door liftback, $7,968. **Power disk brakes, radio** standard on all models. **Automatic transmission** is $469. Encore models are built in the U.S.

**SPORTWAGON**—4-door wagon, $10,199. **Power steering, power disk brakes, radio, air conditioning** are standard. **Automatic transmission** is $449.

All Renault prices include dealer prep fee.

### ROLLS-ROYCE

**SILVER SPIRIT**—4-door sedan, $103,500.

**SILVER SPUR**—4-door sedan, $114,500; limousine, $198,000.

**CAMARGUE**—2-door sedan, $150,600.

**CORNICHE II**—Convertible, $163,800.

**Automatic transmission, power steering, power disk brakes, radio, air conditioning** are standard on all Rolls-Royce models.

Rolls-Royce prices do not include dealer prep fee.

### SAAB

**900**—3-door hatchback, $12,585; 4-door sedan, $12,985.

**900—S (16-valve)**—2-door sedan, $15,795; 3-door hatchback, $16,095; 4-door sedan, $16,495.

**900 TURBO (16-valve)**—3-door hatchback, $18,695.

**9000 TURBO (16-valve)**—5-door hatchback, $22,145.

**5-speed manual transmission, power steering, power disk brakes, air conditioning** standard on all models. **Radio** standard on 900-S, 900 Turbo and 9000 Turbo models. **Automatic transmission** is $500 on 9000 Turbo, $400 on other models.

Prices include dealer prep fee of $72.

### SUBARU

**HATCHBACK**—Standard, $5,379; GL, $7,509; GL (automatic), $7,979; GL (4WD), $8,174. **Radio** standard on GL models.

**BRAT**—GL (4WD), $8,235. (**Radio** is standard.)

**3-DOOR**—DL, $8,455; GL, $9,090; GL (automatic), $10,055; GL (4WD), $9,680; GL (4WD, automatic), $10,465; GL Turbo (4WD), $12,571. **Power disk brakes** standard on all models. **Radio** standard on all models except DL. **Power steering** standard on GL Turbo 4WD; power steering also standard with automatic transmission. **Air conditioning** standard on GL Turbo 4WD.

**4-DOOR SEDAN**—DL, $8,168; GL, $8,803; GL (automatic), $9,403; GL-10 (automatic), $12,080; GL-10 Turbo, $12,811; GL-10 Turbo (automatic), $13,206; GL (4WD), $10,013; GL (4WD, automatic), $10,433; RX Turbo (4WD), $12,643; GL-10 Turbo (4WD), $13,806; GL-10 Turbo (4WD, automatic), $14,226. **Power steering, air conditioning** standard on GL-10 models. **Radio** standard on all models except DL.

**4-DOOR WAGON**—DL, $8,490; GL, $9,125; GL (automatic), $9,725; GL-10 (automatic), $12,282; GL-10 Turbo, $12,997; GL-10 Turbo (automatic), $13,392; DL (4WD), $9,080; GL(4WD), $9,715; GL (4WD, automatic), $10,135; GL-10 Turbo (4WD), $13,587; GL-10 Turbo (4WD, automatic), $14,412. **Power steering, air conditioning** standard on GL-10 models. **Radio** standard on all models except DL.

**XT COUPE**—DL, $9,192; GL, $11,030; GL (automatic), $11,425; Turbo, $13,930; Turbo (automatic), $14,325; Turbo (4WD), $14,925; Turbo (4WD, automatic), $15,345. **Power steering** standard on GL and Turbo models. **Radio** stadard on all models except DL. **Air conditioning** standard on Turbo models.

4WD denotes 4-wheel drive.

Manual transmission is 4-speed on Standard hatchback, GL (4WD) hatchback and BRAT. Manual transmission is 5-speed on all other models.

Prices do not inbclude dealer prep fee of $144 on BRAT, $129 on other models.

### SUZUKI

**SAMURAI (sport/utility)**—Standard soft top, $6,695; Standard hard top, $6,865; Deluxe soft top, $7,375; Deluxe hard top, $7,530; Deluxe II soft top, $8,115; Deluxe II hard top, $8,275; Truck soft top, $6,200; Truck hard top, $6,600. **5-speed transmission, power disk brakes** standard on all models. **Radio** standard on Deluxe and Deluxe II models. **Air conditioning** standard on Deluxe II models.

Prices include dealer prep fee.

### TOYOTA

**TERCEL**—Standard 3-door liftback, $5,798; Deluxe 3-door liftback, $6,938; Deluxe 3-door liftback (automatic), $7,288; Deluxe 5-door liftback, $7,088; Deluxe 5-door liftback (automatic), $7,438; Deluxe 5-door wagon, $7,588; Deluxe 5-door wagon (automatic), $7,938; Deluxe wagon (4-wheel drive), $8,668; Deluxe wagon (4WD, automatic), $8,998; SR5 wagon (4WD), $9,598. **Power disk brakes** standard on all models.

**MR2**—Coupe, $12,198; coupe (automatic), $12,548. **Power stering, power disk brakes, radio** are standard.

**COROLLA (front-wheel drive)**—Deluxe 4-door sedan, $7,598; Deluxe 4-door sedan (automatic), $8,008; LE 4-door sedan, $8,518; LE 4-door sedan (automatic), $9,088; LE Limited 4-door sedan (automatic), $10,468; Deluxe 5-door liftback, $7,858; Deluxe 5-door liftback (automatic), $8,268. **Power disk brakes** standard on all models. **Power steering** standard on LE Limited. **Radio** standard on LE and LE Limited models.

**COROLLA SPORT (rear-wheel drive)**—SR5 sport coupe, $8,808; SR5 sport coupe (automatic), $9,378; GT-S sport coupe, $9,898; SR5 sport liftback, $8,968; GT-S sport liftback, $10,078. **Power disk brakes, radio** standard on all models.

**CAMRY**—Deluxe 4-door sedan, $9,998; Deluxe 4-door sedan (automatic), $10,638; LE 4-door sedan, $11,388; LE 4-door sedan (automatic), $12,038; LE 5-door liftback (automatic), $12,388; Deluxe Turbodiesel 4-door sedan (automatic), $11,838. **Power steering, power disk brakes** standard on all models. **Radio** standard on LE models.

**CRESSIDA**—4-door Luxury sedan, $17,480; 4-door Luxury sedan (automatic), $17,480; 5-door Luxury wagon (automatic), $17,540. **Power steering, power disk brakes, radio, air conditioning** standard on all models.

**CELICA**—ST sport coupe, $9,798; GT sport coupe, $10,948; GT sport coupe (automatic), $11,518; GT liftback, $11,198; GT liftback (automatic), $11,768; GT-S sport coupe, $12,948; GT-S sport coupe (automatic), $13,598; GT-S liftback, $13,298. **Power steering, power disk brakes, radio** standard on all models.

**SUPRA**—Liftback, $17,990; liftback (automatic), $18,610; Sportroof liftback (with removable top), $18,790; Sportroof liftback (automatic), $19,410. **Power steering, power disk brakes, radio, air conditioning** standard on all models.

**VAN**—Deluxe Van, $10,748; Deluxe Van (automatic) $11,318; LE Van (automatic), $13,078; Cargo Van, $8,998; Cargo Van (automatic), $9,568; Panel Van, $8,698; Panel Van (automatic), $9,268. **Power disk brakes** standard on all models. **Power steering, radio** standard on LE.

**LAND CRUISER**—Wagon, $15,9988. **Power disk brakes** are standard.

**4RUNNER (sport/utility)**—Standard, $11,898; Standard (automatic), $12,548; Deluxe (automatic), $13,228; SR5, $13,998; SR5 Turbo (automatic), $16,968. **Power disk brakes** standard on all models. **Power steering, radio** standard on SR5 and SR5 Turbo.

Manual transmission is 4-speed on base Tercel 3-door liftback (2WD) and Land Cruiser. Manual transmission is 5-speed on all other models.

Prices include dealer prep fee.

### TOYOTA PICKUP TRUCKS

**2-WHEEL DRIVE**—Standard bed (4-speed), $6,298; standard bed (5-speed), $6,598; standard bed (automatic), $7,078; long bed, $6,928; long bed (automatic), $7,408; Deluxe long bed, $7,238; Deluxe long bed (automatic), $7,718; SR5 long bed, $8,888. **Power disk brakes** standard on all models. **Radio** standard on SR5 long bed.

**XTRACAB (2-wheel drive)**—Long bed, $7,488; long bed (automatic), $7,968; Deluxe long bed, $7,968; Deluxe long bed (automatic), $8,448; SR5, $9,088; SR5 (automatic), $9,568; SR5 Turbo, $11,468; SR5 Turbo (automatic), $12,118. **Power disk brakes** standard on all models. **Power steering** standard on SR5 Turbo. **Radio** standard on SR5 and SR5 Turbo.

**WORK TRUCKS (2-wheel drive)**—One-ton long bed, $7,838; one-ton long bed (automatic), $8,318; commercial cab/chassis (single rear wheels), $7,408; commercial cab/chassis (single rear wheels, automatic), $7,968; commercial cab/chassis (dual rear wheels), $7,718; commercial cab/chassis (dual rear wheels, automatic), $8,298; commercial cab/chassis (dual rear wheels, long wheelbase), $7,918; camper cab/chassis (dual rear wheels, long wheelbase, automatic), $8,748. **Power disk brakes** standard on all models. Cab/chassis manual transmission models are 4-speed.

**4-WHEEL DRIVE**—Standard bed, $8,898; Standard bed Turbo, $10,438; Deluxe long bed, $9,938; Deluxe long bed (automatic), $10,818; Xtracab Deluxe, $10,188; Xtracab Deluxe (automatic), $11,068; SR5 standard bed, $11,088; SR5 long bed, $11,448; Xtracab SR5, $11,638; Xtracab SR5 Turbo (automatic), $14,418. **Power disk brakes** standard on all models. **Power steering, radio** standard on all SR5 models.

Manual transmission models are 5-speed unless otherwise indicated.

Prices include dealer prep fee.

### TVR

**280i**—Convertible, $23,546; coupe, $25,252. **4-speed transmission, power disk brakes, radio** are standard. **Power steering or air conditioning** also standard. **Automatic transmission** is $840.

### VOLKSWAGEN

**GOLF**—2-door hatchback (diesel), $7,150; 2-door hatchback (gasoline), $7,190; 4-door hatchback (diesel), $7,200; 4-door hatchback (gasoline), $7,400. **Power disk brakes** standard on all models. **Automatic transmission** is $435 on gasoline-engne models.

**GTI**—2-door hatchback, $9,350. **Power disk brakes** are standard.

Golf and GTI models are built in the U.S.

**CABRIOLET**—Convertible, $11,995. **Power disk brakes, radio** are standard. **Automatic transmission** is $435.

**JETTA**—2-door sedan (diesel), $7,950; 2-door sedan (gasoline), $8,150; 4-door sedan (diesel), $8,170; 4-door sedan (gasoline), $8,370; GL 4-door sedan (turbodiesel), $9,670; 4-door sedan (gasoline), $8,670; GLI 4-door sedan (gasoline), $10,190. **Power disk brakes** standard on all models. **Power steering** standard on GLI. **Automatic transmission** is $435 on gasoline-engine models.

**SCIROCCO**—Coupe, $9,980. **Power disk brakes** are standard. **Automatic transmission** is $435.

**QUANTUM**—GL 4-door sedan, $13,595. **Power steering, power disk brakes, radio** are standard. **Automatic transmission** is $450.

**VANAGON**—7-seater, $12,540; 9-seater, $12,590; GL 7-seater, $13,140; GL Syncro 7-seater (4-wheel-drive), $15,315; Camper $14,700; Camper Syncro (4WD), $16,875; GL Camper, $17,190; GL Camper Syncro (4WD), $19,335. **Power disk brakes** standard on all models. **Power steering** standard on GL and Syncro models. **Automatic transmission** is $450, not available on Syncro models.

Manual transmission is 4-speed on Vanagon models, 5-speed on all other models.

Prices do not include dealer prep fee of $35.

### VOLVO

**240 SERIES**—DL 4-door sedan, $14,615; DL 5-door wagon, $15,105; GL 4-door sedan, $16,695; GL 5-door wagon, $17,280. **Power steering, power disk brakes, air conditioning** standard on all models. **Automatic transmission** is $455.

**740 SERIES**—GLE 4-door sedan, $18,525; GLE 4-door sedan (automatic), $18,980; GLE 5-door wagon, $19,750; GLE 5-door wagon (automatic), $20,205; GLE TD 4-door sedan (automatic), $20,095; GLE TD 5-door wagon (automatic), $21,320; Turbo 4-door sedan, $20,505; Turbo 4-door sedan (automatic), $20,960; Turbo 5-door wagon, $20,995; Turbo 5-door wagon (automatic), $21,450. **Power steering, power disk brakes, radio, air conditioning** standard on all models. GLE Turbdiesel sedan and wagon are not available in California.

**760 SERIES**—GLE 4-door sedan (automatic), $23,625; GLE Turbo 4-door sedan, $24,480; GLE Turbo 4-door sedan (automatic), $24,935; GLE Turbo 5-door wagon (automatic), $25,425. **Power steering, power disk brakes, radio, air conditioning** standard on all models.

Manual transmission models are 5-speed.

Prices include dealer prep fee.

### YUGO

**YUGO**—3-door hatchback, $3,990. **Power disk brakes** are standard.

Price does not include dealer prep fee of $90. ■

# OPTIONS / EQUIPMENT

Comfort installation options in cars continue to increase with AM/FM cassette stereos, power windows, rear window defrosters and air conditioning options leading the list.

Not too surprisingly, interest in AM radios, once comprising 35 percent of installations in 1977, has dropped. Only 701,210 AM radios were ordered in 1985, an 8.74 percent rate. FM mono radios, never very popular, have dropped to an almost non-existent 1.73 percent at 138,225. AM/FM stereo sets have been steady sellers, hovering around 30 percent of the market until the '80s when they rose to 40 percent.

The biggest jump has been in AM/FM stereo cassette units. In 1977 they comprised less than 15 percent. Since then they have steadily grown to capture nearly 35 percent, slightly trailing AM/FM stereo sets in recent years.

In the engine and powertrain category, diesel engines continue to fall out of favor while four-cylinder gas engines have steadily increased their share from a negligible amount in the '70s to about 45 percent in 1985. V-8 engines, after taking a plunge in the '70s, have leveled out to about 25 percent in the '80s. Four-cylinder engines now lead the pack.

Turbocharging gained slightly from less than 2 percent in '84 to more than 3 percent in '85 to 255,864 units. Fuel injection is in more than 50 percent of the cars, increasing 10 percentage points from 1985.

Power equipment such as brakes and steering are in a clear majority of cars with both options in the 90- to 95-percent range. Power window units have doubled in the last nine years from 23 percent in 1976 to almost 45 percent in 1985. Rear window defroster installations have also doubled in the last nine years to about 65 percent in 1985.

While automatic transmission options are still in better than 85 percent of the models, five-speed options gained ground over four-speeds in 1985.

Radial tires are the prime tire in cars with steel-belted versions leading the list. After taking a plunge in 1984, whitewall tires have risen back to prominence with a 66.1-percent share.

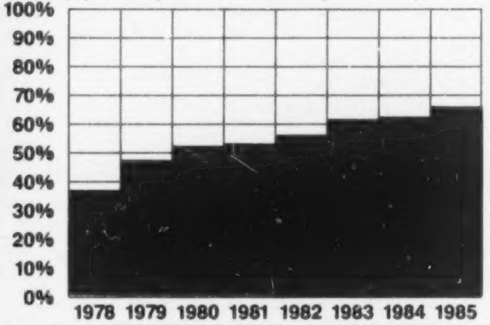
Note: Figures in this chapter refer to model-year production of North American-built cars sold in the U.S. Honda figures are estimated. Nissan figures were not available.

## ROOF, PAINT OPTIONS ON 1985 U.S. MODELS

| | Vinyl Roofs | Percent of Output | Electric Slide Sunroofs | Percent of Output | Pop-Up Sunroofs | Percent of Output | T-Roofs | Percent of Output | Two-Tone Paint | Percent Of Output | Convertible Top Models | Percent Of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 1,942 | 1.20 | 0 | 0.00 | 5,652 | 3.48 | 0 | 0.00 | 0 | 0.00 | 7,143 | 4.40 |
| Eagle | 1,942 | 16.11 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Renault Total | 0 | 0.00 | 0 | 0.00 | 5,652 | 3.76 | 0 | 0.00 | 0 | 0.00 | 7,143 | 4.76 |
| Alliance | 0 | 0.00 | 0 | 0.00 | 2,226 | 2.43 | 0 | 0.00 | 0 | 0.00 | 7,143 | 7.79 |
| Encore | 0 | 0.00 | 0 | 0.00 | 3,426 | 5.85 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| CHRYSLER CORP. | 284,029 | 22.47 | 5,236 | 0.41 | 45,404 | 3.59 | 933 | 0.07 | 107,340 | 8.49 | 17,781 | 1.41 |
| Plymouth Total | 4,734 | 1.38 | 0 | 0.00 | 7,648 | 2.23 | 0 | 0.00 | 12,330 | 3.60 | 0 | 0.00 |
| Horizon | 0 | 0.00 | 0 | 0.00 | 7,648 | 4.90 | 0 | 0.00 | 12,330 | 7.90 | 0 | 0.00 |
| Reliant | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Gran Fury | 4,734 | 24.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chrysler Total | 261,504 | 62.15 | 4,692 | 1.12 | 13,604 | 3.23 | 933 | 0.22 | 26,283 | 6.25 | 17,781 | 4.23 |
| LeBaron | 74,054 | 73.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,800 | 9.70 | 17,781 | 17.60 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 4,328 | 6.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Laser | 0 | 0.00 | 0 | 0.00 | 9,276 | 15.90 | 933 | 1.60 | 13,476 | 23.10 | 0 | 0.00 |
| New Yorker/E-Class | 70,143 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Fifth Avenue | 117,307 | 97.50 | 4,692 | 3.90 | 0 | 0.00 | 0 | 0.00 | 3,008 | 2.50 | 0 | 0.00 |
| Dodge Total | 17,791 | 3.55 | 544 | 0.11 | 24,152 | 4.82 | 0 | 0.00 | 68,726 | 13.72 | 0 | 0.00 |
| Omni | 0 | 0.00 | 0 | 0.00 | 12,032 | 8.20 | 0 | 0.00 | 20,983 | 14.30 | 0 | 0.00 |
| Aries | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Daytona | 0 | 0.00 | 0 | 0.00 | 9,420 | 18.80 | 0 | 0.00 | 32,720 | 65.30 | 0 | 0.00 |
| Dodge 600 (2 dr.) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Dodge 600 (4 dr.) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,530 | 11.30 | 0 | 0.00 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 2,700 | 5.30 | 0 | 0.00 | 10,494 | 20.60 | 0 | 0.00 |
| Diplomat | 17,791 | 42.50 | 544 | 1.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| FORD MOTOR | 205,497 | 11.84 | 12,189 | 0.70 | 34,675 | 2.00 | 15,485 | 0.89 | 102,595 | 5.91 | 16,121 | 0.93 |
| Ford Division | 41,480 | 3.61 | 0 | 0.00 | 31,802 | 2.77 | 14,086 | 1.23 | 50,706 | 4.41 | 16,121 | 1.40 |
| Escort | 0 | 0.00 | 0 | 0.00 | 1,457 | 0.40 | 0 | 0.00 | 16,031 | 4.40 | 0 | 0.00 |
| Mustang | 0 | 0.00 | 0 | 0.00 | 11,739 | 7.50 | 14,086 | 9.00 | 5,948 | 3.80 | 16,121 | 10.30 |
| LTD | 11,510 | 5.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 12,127 | 5.90 | 0 | 0.00 |
| Thunderbird | 0 | 0.00 | 0 | 0.00 | 11,541 | 7.60 | 0 | 0.00 | 5,011 | 3.30 | 0 | 0.00 |
| Crown Victoria | 29,970 | 69.40 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,066 | 7.10 | 0 | 0.00 |
| EXP | 0 | 0.00 | 0 | 0.00 | 7,065 | 26.70 | 0 | 0.00 | 4,895 | 18.50 | 0 | 0.00 |
| Tempo | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 3,628 | 1.80 | 0 | 0.00 |
| L-M Division | 164,018 | 27.97 | 12,189 | 2.08 | 2,873 | 0.49 | 1,399 | 0.24 | 51,890 | 8.85 | 0 | 0.00 |
| Mercury Total | 44,140 | 10.51 | 0 | 0.00 | 2,873 | 0.68 | 1,399 | 0.33 | 36,916 | 8.79 | 0 | 0.00 |
| Lynx | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 5,236 | 6.50 | 0 | 0.00 |
| Capri | 0 | 0.00 | 0 | 0.00 | 2,873 | 15.40 | 1,399 | 7.50 | 0 | 0.00 | 0 | 0.00 |
| Marquis | 3,230 | 3.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,378 | 9.00 | 0 | 0.00 |
| Cougar | 7,036 | 6.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 8,561 | 7.30 | 0 | 0.00 |
| Grand Marquis | 33,873 | 91.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 4,304 | 11.60 | 0 | 0.00 |
| Topaz | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,438 | 15.20 | 0 | 0.00 |
| Lincoln Total | 119,878 | 72.00 | 12,189 | 7.32 | 0 | 0.00 | 0 | 0.00 | 14,974 | 8.99 | 0 | 0.00 |
| Continental | 0 | 0.00 | 2,571 | 9.10 | 0 | 0.00 | 0 | 0.00 | 6,103 | 21.60 | 0 | 0.00 |
| Lincoln | 119,878 | 100.00 | 5,874 | 4.90 | 0 | 0.00 | 0 | 0.00 | 8,871 | 7.40 | 0 | 0.00 |
| Mark VII | 0 | 0.00 | 3,744 | 20.40 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GENERAL MOTORS | 1,000,103 | 21.76 | 44,563 | 0.97 | 64,009 | 1.39 | 124,387 | 2.71 | 347,875 | 7.57 | 29,965 | 0.65 |
| Buick Total | 307,714 | 30.68 | 13,148 | 1.31 | 16,984 | 1.69 | 2,242 | 0.22 | 65,174 | 6.50 | 392 | 0.04 |
| Skylark | 9,036 | 9.70 | 0 | 0.00 | 279 | 0.30 | 0 | 0.00 | 6,148 | 6.60 | 0 | 0.00 |
| Skyhawk | 0 | 0.00 | 0 | 0.00 | 9,234 | 11.19 | 0 | 0.00 | 8,722 | 10.57 | 0 | 0.00 |
| Somerset Regal | 0 | 0.00 | 0 | 0.00 | 3,099 | 3.60 | 0 | 0.00 | 9,752 | 11.33 | 0 | 0.00 |
| Century | 34,721 | 13.50 | 0 | 0.00 | 4,372 | 1.70 | 0 | 0.00 | 23,919 | 9.30 | 0 | 0.00 |
| Regal | 73,358 | 58.90 | 2,615 | 2.10 | 0 | 0.00 | 2,242 | 1.80 | 7,846 | 6.30 | 0 | 0.00 |
| LeSabre/Electra Wagon (rwd) | 97,970 | 62.30 | 1,573 | 1.00 | 0 | 0.00 | 0 | 0.00 | 6,762 | 4.30 | 0 | 0.00 |
| Riviera | 50,611 | 77.50 | 8,947 | 13.70 | 0 | 0.00 | 0 | 0.00 | 2,024 | 3.10 | 392 | 0.60 |
| Electra | 42,017 | 30.70 | 14 | 0.01 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Cadillac Total | 99,076 | 25.74 | 10.903 | 2.83 | 0 | 0.00 | 0 | 0.00 | 8,753 | 2.27 | 23,226 | 6.04 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Seville | 4,135 | 10.40 | 3,339 | 8.40 | 0 | 0.00 | 0 | 0.00 | 7,355 | 18.50 | 0 | 0.00 |
| Eldorado | 31,477* | 41.20* | 7,564 | 9.90 | 0 | 0.00 | 0 | 0.00 | 1,398 | 1.83 | 23,226 | 30.40 |
| Cadillac | 10,702 | 20.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| DeVille (fwd) | 52,762 | 26.77 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chevrolet Total | 85,905 | 6.06 | 0 | 0.00 | 16,477 | 1.16 | 111,331 | 7.85 | 122,828 | 8.66 | 4,222 | 0.30 |
| Chevette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 7,533 | 6.10 | 0 | 0.00 |
| Cavalier | 0 | 0.00 | 0 | 0.00 | 14,584 | 3.80 | 0 | 0.00 | 26,481 | 6.90 | 4,222 | 1.10 |
| Celebrity | 5,949 | 2.20 | 0 | 0.00 | 1,893 | 0.70 | 0 | 0.00 | 27,583 | 10.20 | 0 | 0.00 |
| Camaro | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 63,546 | 35.30 | 0 | 0.00 | 0 | 0.00 |
| Citation | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 6,711 | 10.70 | 0 | 0.00 |
| Monte Carlo | 27,829 | 22.80 | 0 | 0.00 | 0 | 0.00 | 8,056 | 6.60 | 10,741 | 8.80 | 0 | 0.00 |
| Chevrolet | 52,127 | 22.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 37,739 | 16.00 | 0 | 0.00 |
| Corvette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 39,729 | 100.00 | 6,039 | 15.20 | 0 | 0.00 |
| Oldsmobile Total | 411,826 | 35.33 | 13,858 | 1.19 | 10,828 | 0.93 | 5,966 | 0.60 | 46,807 | 4.02 | 0 | 0.00 |
| Firenza | 0 | 0.00 | 0 | 0.00 | 1,618 | 3.30 | 0 | 0.00 | 4,119 | 8.40 | 0 | 0.00 |
| Cutlass Supreme | 116,985 | 48.70 | 4,564 | 1.90 | 0 | 0.00 | 6,966 | 2.90 | 8,408 | 3.50 | 0 | 0.00 |
| Cutlass Ciera | 46,563 | 14.70 | 0 | 0.00 | 5,385 | 1.70 | 0 | 0.00 | 15,838 | 5.00 | 0 | 0.00 |
| 88 (rwd) | 137,323 | 56.80 | 2,418 | 1.00 | 0 | 0.00 | 0 | 0.00 | 5,319 | 2.20 | 0 | 0.00 |
| Olds 98 | 84,717 | 50.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,525 | 0.90 | 0 | 0.00 |
| Calais | 0 | 0.00 | 0 | 0.00 | 3,825 | 3.60 | 0 | 0.00 | 11,051 | 10.40 | 0 | 0.00 |
| Toronado | 26,239 | 62.20 | 6,876 | 16.30 | 0 | 0.00 | 0 | 0.00 | 548 | 1.30 | 0 | 0.00 |
| Pontiac Total | 95,583 | 15.33 | 6,653 | 1.07 | 19,720 | 3.16 | 3,848 | 0.62 | 104,314 | 16.73 | 2,126 | 0.34 |
| 2000 Sunbird | 0 | 0.00 | 0 | 0.00 | 9,064 | 8.10 | 0 | 0.00 | 20,478 | 18.30 | 2,126 | 1.90 |
| 1000 | 0 | 0.00 | 0 | 0.00 | 698 | 2.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 9,013 | 9.40 | 0 | 0.00 |
| 6000 | 500 | 1.40 | 0 | 0.00 | 2,858 | 8.00 | 0 | 0.00 | 9,717 | 27.20 | 0 | 0.00 |
| Grand Prix/Bonneville | 50,252 | 44.40 | 5,093 | 4.50 | 0 | 0.00 | 3,848 | 3.40 | 11,997 | 10.60 | 0 | 0.00 |
| Parisienne | 44,830 | 54.60 | 1,560 | 1.90 | 0 | 0.00 | 0 | 0.00 | 10,838 | 13.20 | 0 | 0.00 |
| Fiero | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Grand Am | 0 | 0.00 | 0 | 0.00 | 7,100 | 8.60 | 0 | 0.00 | 42,271 | 51.20 | 0 | 0.00 |
| HONDA | 0 | 0.00 | 18,907 | 12.19 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| NUMMI (Nova) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| VOLKSWAGEN | 0 | 0.00 | 0 | 0.00 | 23,846 | 28.80 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Total Cars, U.S. | 1,491,572 | 18.59 | 80,896 | 1.01 | 173,585 | 2.16 | 140,806 | 1.76 | 557,810 | 6.95 | 71,010 | 0.89 |

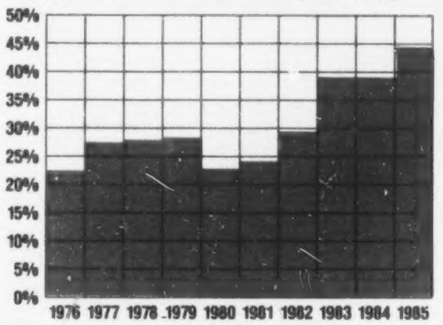
*Includes 3,209 convertible-simulated tops; 4.20 percent of output.

# OPTIONS/EQUIPMENT



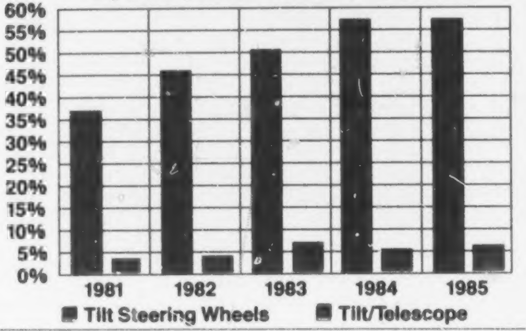
REAR-WINDOW DEFROSTER INSTALLATIONS

(By model year and % of total production)



POWER SIDE WINDOW INSTALLATIONS

(By model year and % of total production)



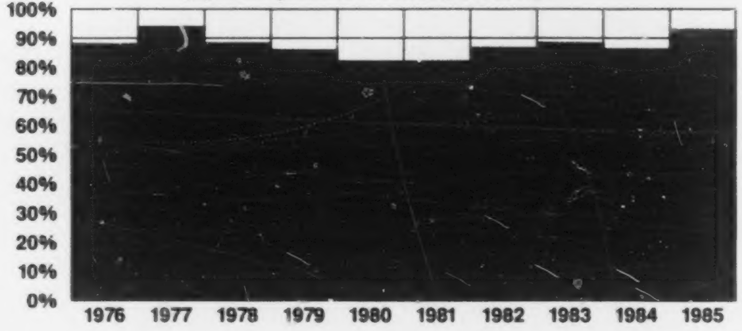
TILT AND TILT/TELESCOPE STEERING WHEEL INSTALLATIONS

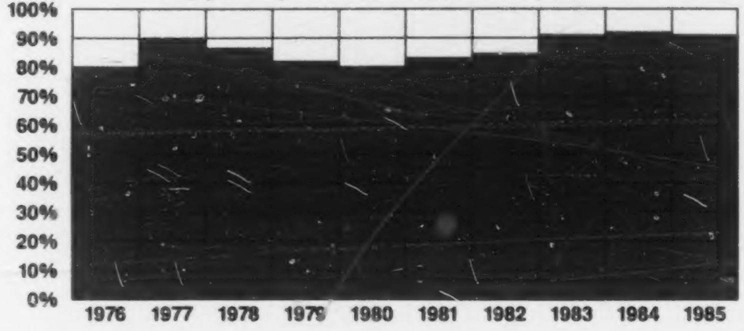
(By model year and % of total production)

## POWER EQUIPMENT, BRAKE, GLASS OPTIONS ON 1985 U.S. MODELS

| | Tinted glass | Percent of output | Power steering | Percent of output | Power brakes | Percent of output | 4-wheel disk brakes | Percent of output | Power side windows | Percent of output | Rear window defroster | Percent of output | Power locks | Percent of output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 76,638 | 47.24 | 95,943 | 59.14 | 162,243 | 100.00 | 0 | 0.00 | 7,041 | 4.34 | 66,884 | 41.22 | 15,989 | 9.86 |
| Eagle | 11,194 | 92.86 | 12,054 | 100.00 | 12,054 | 100.00 | 0 | 0.00 | 2,598 | 21.55 | 11,205 | 92.96 | 4,732 | 39.26 |
| Renault Total | 65,444 | 43.57 | 83,889 | 55.86 | 150,189 | 100.00 | 0 | 0.00 | 4,443 | 2.96 | 55,679 | 37.07 | 11,257 | 7.50 |
| Alliance | 65,444 | 71.40 | 57,167 | 62.37 | 91,664 | 100.00 | 0 | 0.00 | 4,035 | 4.40 | 55,679 | 60.74 | 10,624 | 11.59 |
| Encore | 0 | 0.00 | 26,723 | 45.66 | 58,525 | 100.00 | 0 | 0.00 | 408 | 0.70 | 0 | 0.00 | 633 | 1.08 |
| CHRYSLER CORP. | 1,225,136 | 96.94 | 1,208,539 | 95.63 | 1,263,822 | 100.00 | 0 | 0.00 | 391,095 | 30.95 | 905,970 | 71.68 | 388,966 | 30.78 |
| Plymouth Total | 327,347 | 95.66 | 317,809 | 92.87 | 342,207 | 100.00 | 0 | 0.00 | 7,080 | 2.07 | 207,407 | 60.61 | 12,004 | 3.51 |
| Horizon | 156,073 | 100.00 | 134,847 | 86.40 | 156,073 | 100.00 | 0 | 0.00 | 0 | 0.00 | 90,834 | 58.20 | 0 | 0.00 |
| Reliant | 152,106 | 91.10 | 163,794 | 98.10 | 166,966 | 100.00 | 0 | 0.00 | 3,840 | 2.30 | 102,350 | 61.30 | 7,347 | 4.40 |
| Gran Fury | 19,168 | 100.00 | 19,168 | 100.00 | 19,168 | 100.00 | 0 | 0.00 | 3,239 | 16.90 | 14,223 | 74.20 | 4,658 | 24.30 |
| Chrysler Total | 415,090 | 98.65 | 420,780 | 100.00 | 420,780 | 100.00 | 0 | 0.00 | 298,460 | 70.93 | 368,142 | 87.49 | 289,585 | 68.82 |
| LeBaron | 100,220 | 99.20 | 101,028 | 100.00 | 101,028 | 100.00 | 0 | 0.00 | 51,019 | 50.50 | 72,639 | 71.90 | 49,605 | 49.10 |
| LeBaron GTS | 69,751 | 98.30 | 70,957 | 100.00 | 70,957 | 100.00 | 0 | 0.00 | 34,698 | 48.90 | 64,713 | 91.20 | 40,729 | 57.40 |
| Laser | 54,662 | 93.70 | 58,337 | 100.00 | 58,337 | 100.00 | 0 | 0.00 | 22,285 | 38.20 | 47,486 | 81.40 | 18,084 | 31.00 |
| New Yorker/E-Class | 70,143 | 100.00 | 70,143 | 100.00 | 70,143 | 100.00 | 0 | 0.00 | 70,143 | 100.00 | 62,988 | 89.80 | 66,145 | 94.30 |
| Fifth Avenue | 120,315 | 100.00 | 120,315 | 100.00 | 120,315 | 100.00 | 0 | 0.00 | 120,315 | 100.00 | 120,315 | 100.00 | 115,021 | 95.60 |
| Dodge Total | 482,698 | 95.38 | 469,950 | 93.83 | 500,835 | 100.00 | 0 | 0.00 | 85,556 | 17.08 | 330,421 | 65.97 | 87,377 | 17.45 |
| Omni | 146,731 | 100.00 | 127,656 | 87.00 | 146,731 | 100.00 | 0 | 0.00 | 0 | 0.00 | 82,316 | 56.10 | 0 | 0.00 |
| Aries | 130,068 | 91.70 | 139,572 | 98.40 | 141,841 | 100.00 | 0 | 0.00 | 5,815 | 4.10 | 85,388 | 60.20 | 8,510 | 6.00 |
| Daytona | 46,249 | 92.30 | 50,107 | 100.00 | 50,107 | 100.00 | 0 | 0.00 | 15,483 | 30.90 | 38,833 | 77.50 | 11,825 | 23.60 |
| Dodge 600 (2 dr.) | 29,088 | 99.40 | 19,724 | 67.40 | 29,264 | 100.00 | 0 | 0.00 | 17,588 | 60.10 | 12,115 | 41.40 | 13,608 | 46.50 |
| Dodge 600 (4 dr.) | 39,286 | 98.00 | 40,088 | 100.00 | 40,088 | 100.00 | 0 | 0.00 | 11,986 | 29.90 | 33,794 | 84.30 | 13,630 | 34.00 |
| Lancer | 49,414 | 97.00 | 50,942 | 100.00 | 50,942 | 100.00 | 0 | 0.00 | 19,613 | 38.50 | 44,778 | 87.90 | 22,975 | 45.10 |
| Diplomat | 41,862 | 100.00 | 41,862 | 100.00 | 41,862 | 100.00 | 0 | 0.00 | 15,070 | 36.00 | 33,197 | 79.30 | 16,829 | 40.20 |
| FORD MOTOR | 1,441,764 | 83.06 | 1,541,941 | 88.83 | 1,377,575 | 79.36 | 46,608 | 2.69 | 732,623 | 42.21 | 1,142,625 | 65.83 | 744,459 | 42.89 |
| Ford Division | 899,992 | 78.30 | 985,068 | 85.70 | 847,333 | 73.72 | 0 | 0.00 | 317,994 | 27.67 | 653,702 | 56.87 | 364,324 | 31.70 |
| Escort | 183,630 | 50.40 | 219,336 | 60.20 | 263,786 | 72.40 | 0 | 0.00 | 0 | 0.00 | 153,754 | 42.20 | 2,915 | 0.80 |
| Mustang | 121,142 | 77.40 | 156,514 | 100.00 | 156,514 | 100.00 | 0 | 0.00 | 46,954 | 30.00 | 74,657 | 47.70 | 119,107 | 76.10 |
| LTD | 201,219 | 97.90 | 205,535 | 100.00 | 205,535 | 100.00 | 0 | 0.00 | 99,479 | 48.40 | 149,629 | 72.80 | 75,020 | 36.50 |
| Thunderbird | 149,878 | 98.70 | 151,852 | 100.00 | 151,852 | 100.00 | 0 | 0.00 | 132,263 | 87.10 | 123,608 | 81.40 | 90,959 | 59.90 |
| Crown Victoria | 42,623 | 98.70 | 43,184 | 100.00 | 43,184 | 100.00 | 0 | 0.00 | 29,020 | 67.20 | 34,590 | 80.10 | 29,365 | 68.00 |
| EXP | 13,469 | 50.90 | 10,135 | 38.30 | 26,462 | 100.00 | 0 | 0.00 | 0 | 0.00 | 9,844 | 37.20 | 0 | 0.00 |
| Tempo | 188,032 | 93.30 | 198,512 | 98.50 | 0 | 0.00 | 0 | 0.00 | 10,278 | 5.10 | 107,620 | 53.40 | 46,958 | 23.30 |
| L-M Division | 541,772 | 92.40 | 556,873 | 94.97 | 530,242 | 90.43 | 46,608 | 7.95 | 414,629 | 70.71 | 488,924 | 83.38 | 380,135 | 64.83 |
| Mercury Total | 375,286 | 89.38 | 390,387 | 92.98 | 410,364 | 97.74 | 0 | 0.00 | 248,143 | 59.10 | 334,785 | 79.74 | 213,649 | 50.88 |
| Lynx | 38,020 | 47.20 | 51,069 | 63.40 | 71,046 | 88.20 | 0 | 0.00 | 0 | 0.00 | 30,448 | 37.80 | 0 | 0.00 |
| Capri | 18,654 | 100.00 | 18,654 | 100.00 | 18,654 | 100.00 | 0 | 0.00 | 18,654 | 100.00 | 18,654 | 100.00 | 13,543 | 72.60 |
| Marquis | 102,843 | 98.70 | 104,198 | 100.00 | 104,198 | 100.00 | 0 | 0.00 | 86,172 | 82.70 | 94,820 | 91.00 | 72,313 | 69.40 |
| Cougar | 116,688 | 99.50 | 117,274 | 100.00 | 117,274 | 100.00 | 0 | 0.00 | 100,504 | 85.70 | 109,651 | 93.50 | 85,845 | 73.20 |
| Grand Marquis | 36,990 | 99.70 | 37,101 | 100.00 | 37,101 | 100.00 | 0 | 0.00 | 37,101 | 100.00 | 33,836 | 91.20 | 36,173 | 97.50 |
| Topaz | 62,091 | 100.00 | 62,091 | 100.00 | 62,091 | 100.00 | 0 | 0.00 | 5,712 | 9.20 | 47,375 | 76.30 | 5,774 | 9.30 |
| Lincoln Total | 166,486 | 100.00 | 166,486 | 100.00 | 119,878 | 72.00 | 46,608 | 28.00 | 166,486 | 100.00 | 154,139 | 92.58 | 166,486 | 100.00 |
| Continental | 28,253 | 100.00 | 28,253 | 100.00 | 0 | 0.00 | 28,253 | 100.00 | 28,253 | 100.00 | 28,253 | 100.00 | 28,253 | 100.00 |
| Lincoln | 119,878 | 100.00 | 119,878 | 100.00 | 119,878 | 100.00 | 0 | 0.00 | 119,878 | 100.00 | 107,531 | 89.70 | 119,878 | 100.00 |
| Mark VII | 18,355 | 100.00 | 18,355 | 100.00 | 0 | 0.00 | 18,355 | 100.00 | 18,355 | 100.00 | 18,355 | 100.00 | 18,355 | 100.00 |
| GENERAL MOTORS | 4,320,828 | 94.03 | 4,388,546 | 95.51 | 4,380,278 | 95.33 | 164,301 | 3.58 | 2,435,030 | 52.99 | 2,958,719 | 64.39 | 2,396,350 | 52.15 |
| Buick Total | 968,827 | 96.60 | 1,001,751 | 99.88 | 1,002,906 | 100.00 | 3,461 | 0.35 | 663,423 | 66.15 | 686,878 | 68.49 | 645,949 | 64.41 |
| Skylark | 84,493 | 90.70 | 93,157 | 100.00 | 93,157 | 100.00 | 0 | 0.00 | 10,247 | 11.00 | 56,267 | 60.40 | 17,979 | 19.30 |
| Skyhawk | 74,240 | 89.97 | 81,361 | 98.60 | 82,516 | 100.00 | 0 | 0.00 | 77,978 | 94.50 | 56,012 | 67.88 | 10,001 | 12.12 |
| Somerset Regal | 86,071 | 100.00 | 86,071 | 100.00 | 86,071 | 100.00 | 0 | 0.00 | 42,269 | 49.11 | 51,548 | 59.89 | 46,401 | 53.91 |
| Century | 252,048 | 98.00 | 257,192 | 100.00 | 257,192 | 100.00 | 0 | 0.00 | 123,452 | 48.00 | 182,349 | 70.90 | 168,204 | 65.40 |
| Regal | 113,337 | 91.00 | 124,546 | 100.00 | 124,546 | 100.00 | 0 | 0.00 | 76,471 | 61.40 | 67,255 | 54.00 | 64,515 | 51.80 |
| LeSabre/Electra (rwd) | 156,470 | 99.50 | 157,256 | 100.00 | 157,256 | 100.00 | 0 | 0.00 | 130,837 | 83.20 | 105,991 | 67.40 | 137,914 | 87.70 |
| Riviera | 65,305 | 100.00 | 65,305 | 100.00 | 65,305 | 100.00 | 3,461 | 5.30 | 65,305 | 100.00 | 55,640 | 85.20 | 65,305 | 100.00 |
| Electra | 136,863 | 100.00 | 136,863 | 100.00 | 136,863 | 100.00 | 0 | 0.00 | 136,863 | 100.00 | 111,817 | 81.70 | 135,631 | 99.10 |
| Cadillac Total | 384,840 | 100.00 | 384,840 | 100.00 | 308,439 | 80.15 | 76,401 | 19.85 | 333,139 | 86.57 | 320,530 | 83.29 | 278,806 | 72.45 |
| Cimarron | 19,890 | 100.00 | 19,890 | 100.00 | 19,890 | 100.00 | 0 | 0.00 | 19,890 | 100.00 | 19,890 | 100.00 | 19,890 | 100.00 |
| Seville | 39,755 | 100.00 | 39,755 | 100.00 | 39,755 | 100.00 | 0 | 0.00 | 39,755 | 100.00 | 34,070 | 85.70 | 4,850 | 12.20 |
| Eldorado | 76,401 | 100.00 | 76,401 | 100.00 | 0 | 0.00 | 76,401 | 100.00 | 76,401 | 100.00 | 59,822 | 78.30 | 5,272 | 6.90 |
| Cadillac | 51,701 | 100.00 | 51,701 | 100.00 | 51,701 | 100.00 | 0 | 0.00 | 0 | 0.00 | 42,964 | 83.10 | 51,701 | 100.00 |
| DeVille (fwd) | 197,093 | 100.00 | 197,093 | 100.00 | 197,093 | 100.00 | 0 | 0.00 | 197,093 | 100.00 | 163,784 | 83.10 | 197,093 | 100.00 |
| Chevrolet Total | 1,239,763 | 87.42 | 1,307,977 | 92.23 | 1,296,408 | 91.42 | 59,891 | 4.22 | 394,670 | 27.83 | 829,433 | 58.49 | 437,528 | 30.85 |
| Chevette | 66,442 | 53.80 | 30,257 | 24.50 | 22,724 | 18.40 | 0 | 0.00 | 0 | 0.00 | 51,746 | 41.90 | 0 | 0.00 |
| Cavalier | 307,796 | 80.20 | 367,282 | 95.70 | 383,785 | 100.00 | 0 | 0.00 | 15,351 | 4.00 | 183,833 | 47.90 | 34,924 | 9.10 |
| Celebrity | 258,520 | 95.60 | 270,418 | 100.00 | 270,418 | 100.00 | 0 | 0.00 | 58,951 | 21.80 | 169,282 | 62.60 | 86,263 | 31.90 |
| Camaro | 171,557 | 95.30 | 180,018 | 100.00 | 159,856 | 88.80 | 20,162 | 11.20 | 88,569 | 49.20 | 119,352 | 66.30 | 70,747 | 39.30 |
| Citation | 50,303 | 80.20 | 62,346 | 99.40 | 61,969 | 98.80 | 0 | 0.00 | 1,944 | 3.10 | 38,323 | 61.10 | 7,903 | 12.60 |
| Monte Carlo | 118,273 | 96.90 | 122,057 | 100.00 | 122,057 | 100.00 | 0 | 0.00 | 66,765 | 54.70 | 79,337 | 65.00 | 54,804 | 44.90 |
| Chevrolet | 227,143 | 96.30 | 235,870 | 100.00 | 235,870 | 100.00 | 0 | 0.00 | 123,360 | 52.30 | 149,777 | 63.50 | 144,588 | 61.30 |
| Corvette | 39,729 | 100.00 | 39,729 | 100.00 | 39,729 | 100.00 | 39,729 | 100.00 | 39,729 | 100.00 | 37,782 | 95.10 | 38,299 | 96.40 |
| Oldsmobile Total | 1,143,502 | 98.10 | 1,165,011 | 99.95 | 1,165,649 | 100.00 | 0 | 0.00 | 753,239 | 64.62 | 781,880 | 67.08 | 786,837 | 67.50 |
| Firenza | 43,449 | 88.60 | 48,402 | 98.70 | 49,040 | 100.00 | 0 | 0.00 | 4,561 | 9.30 | 30,356 | 61.90 | 6,228 | 12.70 |
| Cutlass Supreme | 235,171 | 97.90 | 240,216 | 100.00 | 240,216 | 100.00 | 0 | 0.00 | 137,884 | 57.40 | 137,884 | 57.40 | 133,080 | 55.40 |
| Cutlass Ciera | 306,934 | 96.90 | 316,753 | 100.00 | 316,753 | 100.00 | 0 | 0.00 | 168,513 | 53.20 | 220,777 | 69.70 | 186,251 | 58.80 |
| 88 (rwd) | 240,073 | 99.30 | 241,765 | 100.00 | 241,765 | 100.00 | 0 | 0.00 | 179,873 | 74.40 | 162,224 | 67.10 | 201,632 | 83.40 |
| Olds 98 | 169,433 | 100.00 | 169,433 | 100.00 | 169,433 | 100.00 | 0 | 0.00 | 169,433 | 100.00 | 131,649 | 77.70 | 169,433 | 100.00 |
| Calais | 106,257 | 100.00 | 106,257 | 100.00 | 106,257 | 100.00 | 0 | 0.00 | 50,791 | 47.80 | 62,373 | 58.70 | 48,028 | 45.20 |
| Toronado | 42,185 | 100.00 | 42,185 | 100.00 | 42,185 | 100.00 | 0 | 0.00 | 42,185 | 100.00 | 36,617 | 86.80 | 42,185 | 100.00 |
| Pontiac Total | 583,896 | 93.64 | 528,967 | 84.83 | 606,876 | 97.32 | 24,548 | 3.94 | 290,559 | 46.60 | 339,998 | 54.52 | 247,230 | 39.65 |
| 2000 Sunbird | 94,555 | 84.50 | 107,983 | 96.50 | 111,899 | 100.00 | 0 | 0.00 | 8,057 | 7.20 | 61,544 | 55.00 | 10,630 | 9.50 |
| 1000 | 17,194 | 66.50 | 11,531 | 44.60 | 9,153 | 35.40 | 0 | 0.00 | 0 | 0.00 | 7,420 | 28.70 | 0 | 0.00 |
| Firebird | 93,483 | 97.50 | 95,880 | 100.00 | 95,880 | 100.00 | 19,368 | 20.20 | 59,062 | 61.60 | 58,774 | 61.30 | 38,160 | 39.80 |
| 6000 | 30,117 | 84.30 | 35,726 | 100.00 | 35,726 | 100.00 | 5,180 | 14.50 | 16,720 | 46.80 | 25,187 | 70.50 | 19,578 | 54.80 |
| Grand Prix/Bon'vie | 111,709 | 98.70 | 113,180 | 100.00 | 113,180 | 100.00 | 0 | 0.00 | 63,720 | 56.30 | 55,119 | 48.70 | 54,666 | 48.30 |
| Parisienne | 81,040 | 98.70 | 82,107 | 100.00 | 82,107 | 100.00 | 0 | 0.00 | 60,923 | 74.20 | 51,481 | 62.70 | 67,492 | 82.20 |
| Fiero | 73,240 | 95.90 | 0 | 0.00 | 76,371 | 100.00 | 0 | 0.00 | 47,732 | 62.50 | 30,854 | 40.40 | 31,770 | 41.60 |
| Grand Am | 82,560 | 100.00 | 82,560 | 100.00 | 82,560 | 100.00 | 0 | 0.00 | 34,345 | 41.60 | 49,619 | 60.10 | 24,933 | 30.20 |
| HONDA | 155,102 | 100.00 | 155,102 | 100.00 | 155,102 | 100.00 | 0 | 0.00 | 18,907 | 12.19 | 155,102 | 100.00 | 18,907 | 12.19 |
| NUMMI (Nova) | 27,943 | 100.00 | 24,981 | 89.40 | 27,943 | 100.00 | 0 | 0.00 | 0 | 0.00 | 21,209 | 75.90 | 1,984 | 7.10 |
| VOLKSWAGEN | 82,797 | 100.00 | 21,362 | 25.80 | 0 | 0.00 | 82,797 | 100.00 | 0 | 0.00 | 82,797 | 100.00 | 0 | 0.00 |
| Total Cars, U.S. | 7,330,208 | 91.37 | 7,436,414 | 92.69 | 7,366,963 | 91.83 | 293,706 | 3.66 | 3,584,696 | 44.68 | 5,333,306 | 66.47 | 3,566,655 | 44.46 |

# OPTIONS/EQUIPMENT


**POWER STEERING INSTALLATIONS**
(By model year and % of total production)


**POWER BRAKE INSTALLATIONS**
(By model year and % of total production)

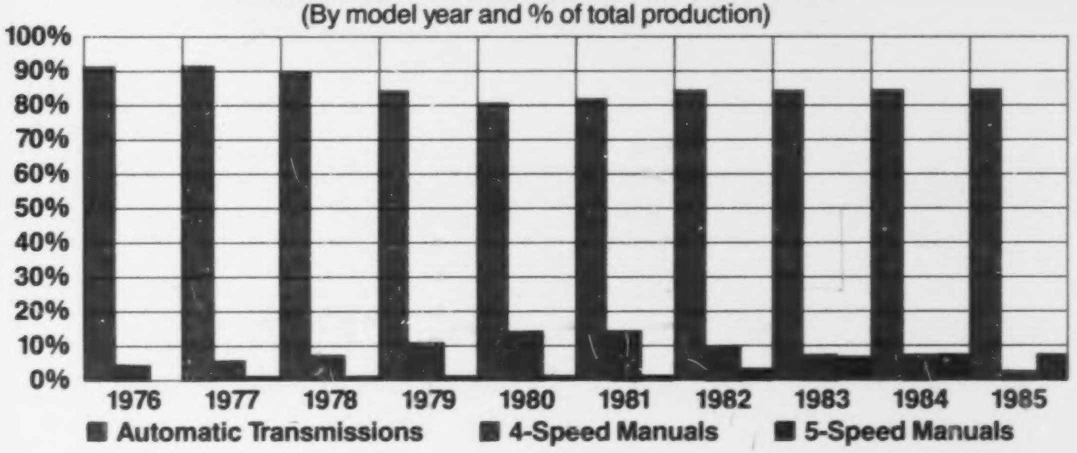
## SEAT OPTIONS ON 1985 U.S. MODELS

| | Bucket seats | Percent of output | Split bench seats | Percent of output | Reclining seats | Percent of output | Bench seats | Percent of output | Power seats | Percent of output |
|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 150,189 | 92.57 | 0 | 0.00 | 11,964 | 7.37 | 0 | 0.00 | 2,154 | 1.33 |
| Eagle | 0 | 0.00 | 0 | 0.00 | 11,964 | 99.25 | 0 | 0.00 | 2,154 | 17.87 |
| Renault Total | 150,189 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Alliance | 91,664 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Encore | 58,525 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| CHRYSLER CORP. | 643,131 | 50.89 | 266,775 | 21.11 | 877,043 | 69.40 | 353,917 | 28.00 | 303,651 | 24.03 |
| Plymouth Total | 176,610 | 51.61 | 16,753 | 4.90 | 183,081 | 53.50 | 148,844 | 43.50 | 0 | 0.00 |
| Horizon | 156,073 | 100.00 | 0 | 0.00 | 156,073 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Reliant | 20,537 | 12.30 | 0 | 0.00 | 20,203 | 12.10 | 146,429 | 87.70 | 0 | 0.00 |
| Gran Fury | 0 | 0.00 | 16,753 | 87.40 | 6,805 | 35.50 | 2,415 | 12.60 | 0 | 0.00 |
| Chrysler Total | 178,798 | 42.49 | 195,610 | 46.49 | 374,408 | 88.98 | 46,372 | 11.02 | 254,057 | 60.38 |
| LeBaron | 49,504 | 49.00 | 5,152 | 5.10 | 54,656 | 54.10 | 46,372 | 45.90 | 36,875 | 36.50 |
| LeBaron GTS | 70,957 | 100.00 | 0 | 0.00 | 70,957 | 100.00 | 0 | 0.00 | 25,822 | 37.80 |
| Laser | 58,337 | 100.00 | 0 | 0.00 | 58,337 | 100.00 | 0 | 0.00 | 15,518 | 26.60 |
| New Yorker/E-Class | 0 | 0.00 | 70,143 | 100.00 | 70,143 | 100.00 | 0 | 0.00 | 61,866 | 88.20 |
| Fifth Avenue | 0 | 0.00 | 120,315 | 100.00 | 120,315 | 100.00 | 0 | 0.00 | 112,976 | 93.90 |
| Dodge Total | 287,723 | 57.45 | 54,411 | 10.86 | 319,555 | 63.80 | 158,700 | 31.69 | 49,595 | 9.90 |
| Omni | 146,731 | 100.00 | 0 | 0.00 | 146,731 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Aries | 14,893 | 10.50 | 0 | 0.00 | 14,751 | 10.40 | 126,948 | 89.50 | 0 | 0.00 |
| Daytona | 50,107 | 100.00 | 0 | 0.00 | 50,107 | 100.00 | 0 | 0.00 | 9,771 | 19.50 |
| Dodge 600 (2 dr) | 25,050 | 85.60 | 0 | 0.00 | 25,050 | 85.60 | 4,214 | 14.40 | 10,974 | 37.50 |
| Dodge 600 (4 dr) | 0 | 0.00 | 17,238 | 43.00 | 17,238 | 43.00 | 22,850 | 57.00 | 7,456 | 18.60 |
| Lancer | 50,942 | 100.00 | 0 | 0.00 | 50,942 | 100.00 | 0 | 0.00 | 13,398 | 26.30 |
| Diplomat | 0 | 0.00 | 37,173 | 88.80 | 14,735 | 35.20 | 4,689 | 11.20 | 7,996 | 19.10 |
| FORD MOTOR | 1,065,293 | 61.37 | 437,393 | 25.20 | 1,640,800 | 94.53 | 88,606 | 5.10 | 497,390 | 28.66 |
| Ford Division | 903,997 | 78.65 | 38,175 | 3.32 | 1,054,445 | 91.74 | 62,765 | 5.46 | 153,790 | 13.38 |
| Escort | 364,345 | 100.00 | 0 | 0.00 | 364,345 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Mustang | 156,514 | 100.00 | 0 | 0.00 | 156,514 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| LTD | 3,289 | 1.60 | 0 | 0.00 | 142,025 | 69.10 | 57,755 | 28.10 | 38,641 | 18.80 |
| Thunderbird | 151,852 | 100.00 | 0 | 0.00 | 151,852 | 100.00 | 0 | 0.00 | 87,770 | 57.80 |
| Crown Victoria | 0 | 0.00 | 38,175 | 88.40 | 38,175 | 88.40 | 5,009 | 11.60 | 27,379 | 63.40 |
| EXP | 26,462 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Tempo | 201,535 | 100.00 | 0 | 0.00 | 201,535 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| L-M Division | 161,296 | 27.51 | 399,218 | 68.08 | 586,355 | 100.00 | 25,841 | 4.41 | 343,600 | 58.60 |
| Mercury Total | 161,296 | 38.42 | 232,732 | 55.43 | 419,869 | 100.00 | 25,841 | 6.15 | 177,114 | 42.18 |
| Lynx | 80,551 | 100.00 | 0 | 0.00 | 80,551 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Capri | 18,654 | 100.00 | 0 | 0.00 | 18,654 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Marquis | 0 | 0.00 | 78,357 | 75.20 | 104,198 | 100.00 | 25,841 | 24.80 | 54,496 | 52.30 |
| Cougar | 0 | 0.00 | 117,274 | 100.00 | 117,274 | 100.00 | 0 | 0.00 | 85,258 | 72.70 |
| Grand Marquis | 0 | 0.00 | 37,101 | 100.00 | 37,101 | 100.00 | 0 | 0.00 | 34,504 | 93.00 |
| Topaz | 62,091 | 100.00 | 0 | 0.00 | 62,091 | 100.00 | 0 | 0.00 | 2,856 | 4.60 |
| Lincoln Total | 0 | 0.00 | 166,486 | 100.00 | 166,486 | 100.00 | 0 | 0.00 | 166,486 | 100.00 |
| Continental | 0 | 0.00 | 28,253 | 100.00 | 28,253 | 100.00 | 0 | 0.00 | 28,253 | 100.00 |
| Lincoln | 0 | 0.00 | 119,878 | 100.00 | 119,878 | 100.00 | 0 | 0.00 | 119,878 | 100.00 |
| Mark VII | 0 | 0.00 | 18,355 | 100.00 | 18,355 | 100.00 | 0 | 0.00 | 18,355 | 100.00 |
| GENERAL MOTORS | 1,613,870 | 35.12 | 2,029,238 | 44.16 | 2,634,513 | 57.33 | 586,930 | 12.77 | 1,610,571 | 35.05 |
| Buick Total | 195,636 | 19.51 | 806,781 | 80.44 | 486,834 | 48.54 | 279 | 0.03 | 383,900 | 38.28 |
| Skylark | 9,036 | 9.70 | 83,748 | 89.90 | 15,185 | 16.30 | 279 | 0.30 | 3,726 | 4.00 |
| Skyhawk | 82,516 | 100.00 | 0 | 0.00 | 82,516 | 100.00 | 0 | 0.00 | 2,426 | 2.94 |
| Somerset Regal | 86,071 | 100.00 | 0 | 0.00 | 86,071 | 100.00 | 0 | 0.00 | 20,175 | 23.44 |
| Century | 6,430 | 2.50 | 251,019 | 97.60 | 75,872 | 29.50 | 0 | 0.00 | 83,845 | 32.60 |
| Regal | 11,583 | 9.30 | 112,590 | 90.40 | 38,609 | 31.00 | 0 | 0.00 | 52,060 | 41.80 |
| LeSabre/Electra Wagon (rwd) | 0 | 0.00 | 157,256 | 100.00 | 70,451 | 44.80 | 0 | 0.00 | 19,500 | 12.40 |
| Riviera | 0 | 0.00 | 65,305 | 100.00 | 41,077 | 62.90 | 0 | 0.00 | 65,305 | 100.00 |
| Electra | 0 | 0.00 | 136,863 | 100.00 | 77,054 | 56.30 | 0 | 0.00 | 136,863 | 100.00 |
| Cadillac Total | 19,890 | 5.17 | 0 | 0.00 | 159,997 | 41.57 | 0 | 0.00 | 338,662 | 88.00 |
| Cimarron | 19,890 | 100.00 | 0 | 0.00 | 19,890 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Seville | 0 | 0.00 | 0 | 0.00 | 17,894 | 44.90 | 0 | 0.00 | 36,932 | 92.90 |
| Eldorado | 0 | 0.00 | 0 | 0.00 | 29,414 | 38.50 | 0 | 0.00 | 67,615 | 88.50 |
| Cadillac | 0 | 0.00 | 0 | 0.00 | 19,284 | 37.30 | 0 | 0.00 | 48,651 | 94.10 |
| DeVille (fwd) | 0 | 0.00 | 0 | 0.00 | 73,515 | 37.30 | 0 | 0.00 | 185,465 | 94.10 |
| Chevrolet Total | 791,105 | 55.79 | 242,172 | 17.08 | 889,201 | 62.70 | 384,821 | 27.14 | 197,357 | 13.92 |
| Chevette | 123,499 | 100.00 | 0 | 0.00 | 123,499 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 383,785 | 100.00 | 0 | 0.00 | 383,785 | 100.00 | 0 | 0.00 | 4,605 | 1.20 |
| Celebrity | 12,439 | 4.60 | 64,900 | 24.00 | 36,236 | 13.40 | 193,078 | 71.40 | 18,118 | 6.70 |
| Camaro | 180,018 | 100.00 | 0 | 0.00 | 180,018 | 100.00 | 0 | 0.00 | 32,223 | 17.90 |
| Citation | 6,962 | 11.10 | 0 | 0.00 | 6,962 | 11.10 | 55,760 | 88.90 | 0 | 0.00 |
| Monte Carlo | 44,673 | 36.60 | 42,354 | 34.70 | 44,673 | 36.60 | 35,030 | 28.70 | 9,276 | 7.60 |
| Chevrolet | 0 | 0.00 | 134,918 | 57.20 | 74,299 | 31.50 | 100,952 | 42.80 | 93,405 | 39.60 |
| Corvette | 39,729 | 100.00 | 0 | 0.00 | 39,729 | 100.00 | 0 | 0.00 | 39,729 | 100.00 |
| Oldsmobile Total | 195,339 | 16.76 | 815,016 | 69.92 | 597,970 | 51.30 | 155,534 | 13.34 | 579,609 | 49.72 |
| Firenza | 49,040 | 100.00 | 0 | 0.00 | 49,040 | 100.00 | 0 | 0.00 | 1,618 | 3.30 |
| Cutlass Supreme | 33,390 | 13.90 | 151,096 | 62.90 | 65,579 | 27.30 | 55,970 | 23.30 | 77,590 | 32.30 |
| Cutlass Ciera | 6,652 | 2.10 | 234,714 | 74.10 | 101,361 | 32.00 | 75,387 | 23.80 | 103,895 | 32.80 |
| 88 (rwd) | 0 | 0.00 | 217,589 | 90.00 | 106,618 | 44.10 | 24,177 | 10.00 | 172,137 | 71.20 |
| Olds 98 | 0 | 0.00 | 169,433 | 100.00 | 132,835 | 78.40 | 0 | 0.00 | 169,433 | 100.00 |
| Calais | 106,257 | 100.00 | 0 | 0.00 | 106,257 | 100.00 | 0 | 0.00 | 12,751 | 12.00 |
| Toronado | 0 | 0.00 | 42,185 | 100.00 | 36,279 | 86.00 | 0 | 0.00 | 42,185 | 100.00 |
| Pontiac Total | 411,900 | 66.05 | 165,269 | 26.50 | 500,511 | 80.26 | 46,295 | 7.42 | 111,044 | 17.81 |
| 2000 Sunbird | 111,899 | 100.00 | 0 | 0.00 | 111,899 | 100.00 | 0 | 0.00 | 2,126 | 1.90 |
| 1000 | 25,855 | 100.00 | 0 | 0.00 | 25,855 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 95,880 | 100.00 | 0 | 0.00 | 95,880 | 100.00 | 0 | 0.00 | 11,410 | 11.90 |
| 6000 | 1,000 | 2.80 | 24,865 | 69.60 | 12,647 | 35.40 | 9,860 | 27.60 | 8,610 | 24.10 |
| Grand Prix/Bonneville | 18,335 | 16.20 | 66,097 | 58.40 | 42,669 | 37.70 | 28,635 | 25.30 | 26,597 | 23.50 |
| Parisienne | 0 | 0.00 | 74,307 | 90.50 | 52,631 | 64.10 | 7,800 | 9.50 | 50,660 | 61.70 |
| Fiero | 76,371 | 100.00 | 0 | 0.00 | 76,371 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| Grand Am | 82,560 | 100.00 | 0 | 0.00 | 82,560 | 100.00 | 0 | 0.00 | 11,641 | 14.10 |
| HONDA | 155,102 | 100.00 | 0 | 0.00 | 155,102 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| NUMMI (Nova) | 27,943 | 100.00 | 0 | 0.00 | 27,943 | 100.00 | 0 | 0.00 | 0 | 0.00 |
| VOLKSWAGEN | 82,797 | 100.00 | 61,932 | 74.80 | 82,797 | 100.00 | 20,865 | 25.20 | 0 | 0.00 |
| Total Cars, U.S. | 3,738,325 | 46.60 | 2,795,338 | 34.84 | 5,430,163 | 67.68 | 1,050,317 | 13.09 | 2,413,766 | 30.09 |

# OPTIONS/EQUIPMENT

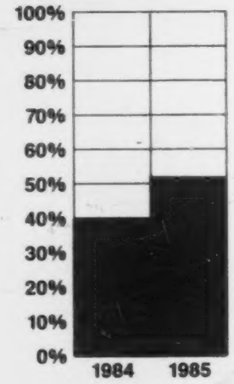
## TRANSMISSION INSTALLATIONS, 1976–1985

(By model year and % of total production)



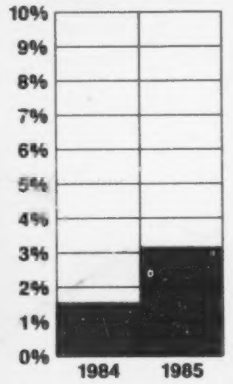
## FUEL-INJECTION INSTALLATIONS

(By model year and % of total production)



## TURBOCHARGER INSTALLATIONS

(By model year and % of total production)



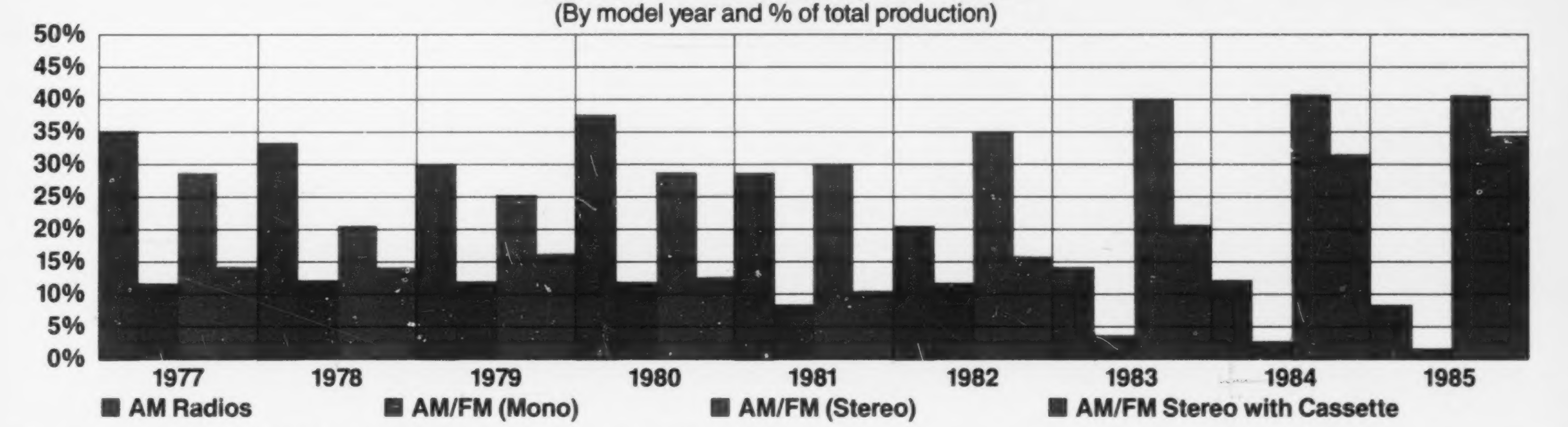
## ENGINE ASSISTS, TRANSMISSION OPTIONS AND STEERING-WHEEL OPTIONS ON 1985 U.S. MODELS

| | Turbo-charging | Percent of Output | Fuel Injection | Percent of Output | Automatic Transmission | Percent of Output | 4-Speed Manual | Percent of Output | 5-Speed Manual | Percent of Output | Tilt Wheel | Percent of Output | Tilt and Telescope | Percent of Output | Cruise Control | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 0 | 0.00 | 150,189 | 92.57 | 94,086 | 57.99 | 32,282 | 19.90 | 35,876 | 22.11 | 9,959 | 6.14 | 0 | 0.00 | 14,244 | 8.78 |
| Eagle | 0 | 0.00 | 0 | 0.00 | 11,368 | 94.31 | 0 | 0.00 | 686 | 5.69 | 9,959 | 82.62 | 0 | 0.00 | 6,462 | 53.61 |
| Renault Total | 0 | 0.00 | 150,189 | 100.00 | 82,718 | 55.08 | 32,282 | 21.49 | 35,190 | 23.43 | 0 | 0.00 | 0 | 0.00 | 7,782 | 5.18 |
| Alliance | 0 | 0.00 | 91,664 | 100.00 | 56,701 | 61.86 | 15,017 | 16.38 | 19,947 | 21.76 | 0 | 0.00 | 0 | 0.00 | 6,303 | 6.88 |
| Encore | 0 | 0.00 | 58,525 | 100.00 | 26,017 | 44.45 | 17,265 | 29.50 | 15,244 | 26.05 | 0 | 0.00 | 0 | 0.00 | 1,478 | 2.53 |
| CHRYSLER CORP. | 213,131 | 16.86 | 346,168 | 27.39 | 1,078,598 | 85.34 | 20,480 | 1.62 | 164,744 | 13.04 | 622,875 | 49.29 | 0 | 0.00 | 624,515 | 49.41 |
| Plymouth Total | 0 | 0.00 | 63,113 | 18.44 | 291,766 | 85.26 | 10,410 | 3.04 | 40,031 | 11.70 | 50,360 | 14.72 | 0 | 0.00 | 70,098 | 20.48 |
| Horizon | 0 | 0.00 | 0 | 0.00 | 108,471 | 69.50 | 8,740 | 5.60 | 38,862 | 24.90 | 0 | 0.00 | 0 | 0.00 | 13,422 | 8.60 |
| Reliant | 0 | 0.00 | 63,113 | 37.80 | 164,128 | 98.30 | 1,670 | 1.00 | 1,169 | 0.70 | 39,070 | 23.40 | 0 | 0.00 | 49,756 | 29.80 |
| Gran Fury | 0 | 0.00 | 0 | 0.00 | 19,168 | 100.00 | 0 | 0.00 | 0 | 0.00 | 11,290 | 58.90 | 0 | 0.00 | 6,920 | 36.10 |
| Chrysler Total | 140,357 | 33.36 | 139,599 | 33.18 | 382,516 | 90.91 | 0 | 0.00 | 38,264 | 9.09 | 374,221 | 88.94 | 0 | 0.00 | 355,853 | 84.57 |
| LeBaron | 29,500 | 29.20 | 51,019 | 50.50 | 101,028 | 100.00 | 0 | 0.00 | 0 | 0.00 | 84,055 | 83.20 | 0 | 0.00 | 80,620 | 79.80 |
| LeBaron GTS | 37,040 | 52.20 | 33,917 | 47.80 | 59,178 | 83.40 | 0 | 0.00 | 11,779 | 16.60 | 60,668 | 85.50 | 0 | 0.00 | 60,597 | 85.40 |
| Laser | 27,593 | 47.30 | 30,744 | 52.70 | 31,852 | 54.60 | 0 | 0.00 | 26,485 | 45.40 | 46,086 | 79.00 | 0 | 0.00 | 36,286 | 62.20 |
| New Yorker/E-Class | 46,224 | 65.90 | 23,919 | 34.10 | 70,143 | 100.00 | 0 | 0.00 | 0 | 0.00 | 66,706 | 95.10 | 0 | 0.00 | 64,532 | 92.00 |
| Fifth Avenue | 0 | 0.00 | 0 | 0.00 | 120,315 | 100.00 | 0 | 0.00 | 0 | 0.00 | 116,706 | 97.00 | 0 | 0.00 | 113,818 | 94.60 |
| Dodge Total | 72,773 | 14.53 | 143,456 | 28.64 | 404,315 | 80.73 | 10,071 | 2.01 | 86,449 | 17.26 | 198,294 | 39.59 | 0 | 0.00 | 198,565 | 39.65 |
| Omni | 12,619 | 8.60 | 0 | 0.00 | 87,452 | 59.60 | 8,510 | 5.80 | 50,769 | 34.60 | 0 | 0.00 | 0 | 0.00 | 11,885 | 8.10 |
| Aries | 0 | 0.00 | 43,829 | 30.90 | 139,146 | 98.10 | 1,560 | 1.10 | 1,135 | 0.80 | 37,446 | 26.40 | 0 | 0.00 | 43,403 | 30.60 |
| Daytona | 22,248 | 44.40 | 27,859 | 55.60 | 22,999 | 45.90 | 0 | 0.00 | 27,108 | 54.10 | 36,428 | 72.70 | 0 | 0.00 | 29,613 | 59.10 |
| Dodge 600 (2 dr.) | 12,349 | 42.20 | 13,110 | 44.80 | 29,264 | 100.00 | 0 | 0.00 | 0 | 0.00 | 24,114 | 82.40 | 0 | 0.00 | 20,777 | 71.00 |
| Dodge 600 (4 dr.) | 6,454 | 16.10 | 26,819 | 66.90 | 40,088 | 100.00 | 0 | 0.00 | 0 | 0.00 | 29,264 | 73.00 | 0 | 0.00 | 32,511 | 81.10 |
| Lancer | 19,103 | 37.50 | 31,839 | 62.50 | 43,504 | 85.40 | 0 | 0.00 | 7,438 | 14.60 | 39,939 | 78.40 | 0 | 0.00 | 40,448 | 79.40 |
| Diplomat | 0 | 0.00 | 0 | 0.00 | 41,862 | 100.00 | 0 | 0.00 | 0 | 0.00 | 31,103 | 74.30 | 0 | 0.00 | 19,926 | 47.60 |
| FORD MOTOR | 32,734 | 1.89 | 1,129,627 | 65.08 | 1,333,607 | 76.83 | 178,551 | 10.29 | 223,780 | 12.89 | 954,440 | 54.99 | 0 | 0.00 | 986,220 | 56.82 |
| Ford Division | 24,525 | 2.13 | 640,015 | 55.68 | 810,693 | 70.53 | 150,515 | 13.09 | 188,375 | 16.39 | 477,718 | 41.56 | 0 | 0.00 | 538,997 | 46.89 |
| Escort | 0 | 0.00 | 0 | 0.00 | 181,079 | 49.70 | 110,761 | 30.40 | 72,505 | 19.90 | 29,876 | 8.20 | 0 | 0.00 | 26,233 | 7.20 |
| Mustang | 2,035 | 1.30 | 31,616 | 20.20 | 76,692 | 49.00 | 39,755 | 25.40 | 40,224 | 25.70 | 77,005 | 49.20 | 0 | 0.00 | 124,116 | 79.30 |
| LTD | 0 | 0.00 | 192,175 | 93.50 | 205,535 | 100.00 | 0 | 0.00 | 0 | 0.00 | 135,653 | 66.00 | 0 | 0.00 | 146,834 | 71.44 |
| Thunderbird | 20,956 | 13.80 | 151,852 | 100.00 | 139,704 | 92.00 | 0 | 0.00 | 12,148 | 8.00 | 133,174 | 87.70 | 0 | 0.00 | 128,619 | 84.70 |
| Crown Victoria | 0 | 0.00 | 38,995 | 90.30 | 43,184 | 100.00 | 0 | 0.00 | 0 | 0.00 | 32,474 | 75.20 | 0 | 0.00 | 35,454 | 82.10 |
| EXP | 1,535 | 5.80 | 26,462 | 100.00 | 5,689 | 21.50 | 0 | 0.00 | 20,773 | 78.50 | 2,223 | 8.40 | 0 | 0.00 | 1,561 | 5.90 |
| Tempo | 0 | 0.00 | 198,915 | 98.70 | 158,810 | 78.80 | 0 | 0.00 | 42,725 | 21.20 | 67,313 | 33.40 | 0 | 0.00 | 76,180 | 37.80 |
| L-M Division | 8,209 | 1.40 | 489,612 | 83.50 | 522,914 | 89.18 | 28,036 | 4.78 | 35,405 | 6.04 | 476,722 | 81.30 | 0 | 0.00 | 447,223 | 76.27 |
| Mercury Total | 8,209 | 1.96 | 323,126 | 76.96 | 356,428 | 84.89 | 28,036 | 6.68 | 35,405 | 8.43 | 310,236 | 73.89 | 0 | 0.00 | 280,737 | 66.86 |
| Lynx | 0 | 0.00 | 0 | 0.00 | 41,887 | 52.00 | 23,279 | 28.90 | 15,385 | 19.10 | 8,941 | 11.10 | 0 | 0.00 | 5,719 | 7.10 |
| Capri | 0 | 0.00 | 11,416 | 61.20 | 10,614 | 56.90 | 4,757 | 25.50 | 3,283 | 17.60 | 18,654 | 100.00 | 0 | 0.00 | 14,252 | 76.40 |
| Marquis | 0 | 0.00 | 104,198 | 100.00 | 104,198 | 100.00 | 0 | 0.00 | 0 | 0.00 | 96,904 | 93.00 | 0 | 0.00 | 95,654 | 91.80 |
| Cougar | 8,209 | 7.00 | 109,065 | 93.00 | 114,694 | 97.80 | 0 | 0.00 | 2,580 | 2.20 | 110,707 | 94.40 | 0 | 0.00 | 106,837 | 91.10 |
| Grand Marquis | 0 | 0.00 | 37,101 | 100.00 | 37,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 36,285 | 97.80 | 0 | 0.00 | 36,544 | 98.50 |
| Topaz | 0 | 0.00 | 61,346 | 98.80 | 47,934 | 77.20 | 0 | 0.00 | 14,157 | 22.80 | 38,745 | 62.40 | 0 | 0.00 | 21,732 | 35.00 |
| Lincoln Total | 0 | 0.00 | 166,486 | 100.00 | 166,486 | 100.00 | 0 | 0.00 | 0 | 0.00 | 166,486 | 100.00 | 0 | 0.00 | 166,486 | 100.00 |
| Continental | 0 | 0.00 | 28,253 | 100.00 | 28,253 | 100.00 | 0 | 0.00 | 0 | 0.00 | 28,253 | 100.00 | 0 | 0.00 | 28,253 | 100.00 |
| Lincoln | 0 | 0.00 | 119,878 | 100.00 | 119,878 | 100.00 | 0 | 0.00 | 0 | 0.00 | 119,878 | 100.00 | 0 | 0.00 | 119,878 | 100.00 |
| Mark VII | 0 | 0.00 | 18,355 | 100.00 | 18,355 | 100.00 | 0 | 0.00 | 0 | 0.00 | 18,355 | 100.00 | 0 | 0.00 | 18,355 | 100.00 |
| GENERAL MOTORS | 9,999 | 0.22 | 2,511,066 | 54.65 | 4,292,785 | 93.42 | 125,024 | 2.72 | 180,864 | 3.94 | 2,997,064 | 65.22 | 450,548 | 9.81 | 2,997,086 | 65.22 |
| Buick Total | 6,195 | 0.62 | 484,172 | 48.28 | 980,874 | 97.80 | 6,263 | 0.62 | 15,760 | 1.57 | 824,932 | 82.25 | 19,502 | 1.94 | 736,113 | 73.40 |
| Skylark | 0 | 0.00 | 52,168 | 56.00 | 92,505 | 99.30 | 652 | 0.70 | 0 | 0.00 | 59,807 | 64.20 | 0 | 0.00 | 39,312 | 42.20 |
| Skyhawk | 850 | 1.03 | 82,516 | 100.00 | 67,523 | 81.83 | 5,611 | 6.80 | 9,374 | 11.36 | 43,247 | 52.41 | 0 | 0.00 | 31,488 | 38.16 |
| Somerset Regal | 0 | 0.00 | 86,071 | 100.00 | 79,685 | 92.58 | 0 | 0.00 | 6,386 | 7.42 | 73,031 | 84.85 | 0 | 0.00 | 52,391 | 60.87 |
| Century | 0 | 0.00 | 126,538 | 49.20 | 257,192 | 100.00 | 0 | 0.00 | 0 | 0.00 | 217,327 | 84.50 | 0 | 0.00 | 186,464 | 72.50 |
| Regal | 4,235 | 3.40 | 0 | 0.00 | 124,546 | 100.00 | 0 | 0.00 | 0 | 0.00 | 106,238 | 85.30 | 0 | 0.00 | 84,442 | 67.80 |
| LeSabre/Electra Wagon (rwd) | 0 | 0.00 | 0 | 0.00 | 157,256 | 100.00 | 0 | 0.00 | 0 | 0.00 | 143,575 | 91.30 | 0 | 0.00 | 141,216 | 89.80 |
| Riviera | 1,110 | 1.70 | 1,110 | 1.70 | 65,305 | 100.00 | 0 | 0.00 | 0 | 0.00 | 60,995 | 93.40 | 4,310 | 6.60 | 65,305 | 100.00 |
| Electra | 0 | 0.00 | 135,768 | 99.20 | 136,863 | 100.00 | 0 | 0.00 | 0 | 0.00 | 120,713 | 88.20 | 15,192 | 11.10 | 135,494 | 99.00 |
| Cadillac Total | 0 | 0.00 | 372,511 | 96.80 | 384,164 | 99.82 | 259 | 0.07 | 398 | 0.10 | 0 | 0.00 | 381,419 | 99.11 | 377,539 | 98.10 |
| Cimarron | 0 | 0.00 | 8,672 | 43.60 | 19,214 | 96.60 | 259 | 1.30 | 398 | 2.00 | 0 | 0.00 | 19,890 | 100.00 | 19,890 | 100.00 |
| Seville | 0 | 0.00 | 39,715 | 99.90 | 39,755 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 39,278 | 98.80 | 38,841 | 97.70 |
| Eldorado | 0 | 0.00 | 76,325 | 99.90 | 76,401 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 74,949 | 98.10 | 73,498 | 96.20 |
| Cadillac | 0 | 0.00 | 51,494 | 99.60 | 51,701 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 51,391 | 99.40 | 50,977 | 98.60 |
| DeVille (fwd) | 0 | 0.00 | 196,305 | 99.60 | 197,093 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 195,910 | 99.40 | 194,334 | 98.60 |
| Chevrolet Total | 0 | 0.00 | 806,738 | 56.89 | 1,260,549 | 88.89 | 91,905 | 6.48 | 69,163 | 4.88 | 770,631 | 54.34 | 39,729 | 2.80 | 642,612 | 45.32 |
| Chevette | 0 | 0.00 | 0 | 0.00 | 85,338 | 69.10 | 30,134 | 24.40 | 8,027 | 6.50 | 13,091 | 10.60 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 0 | 0.00 | 383,785 | 100.00 | 305,109 | 79.50 | 44,903 | 11.70 | 33,773 | 8.80 | 145,455 | 37.90 | 0 | 0.00 | 80,211 | 20.90 |
| Celebrity | 0 | 0.00 | 127,096 | 47.00 | 268,525 | 99.30 | 1,893 | 0.70 | 0 | 0.00 | 183,343 | 67.80 | 0 | 0.00 | 160,358 | 59.30 |
| Camaro | 0 | 0.00 | 114,491 | 63.60 | 152,655 | 84.80 | 5,401 | 3.00 | 27,363 | 15.20 | 135,734 | 75.40 | 0 | 0.00 | 84,968 | 47.20 |
| Citation | 0 | 0.00 | 44,909 | 71.60 | 60,840 | 97.00 | 0 | 0.00 | 0 | 0.00 | 21,388 | 34.10 | 0 | 0.00 | 19,381 | 30.90 |
| Monte Carlo | 0 | 0.00 | 63,470 | 52.00 | 122,057 | 100.00 | 0 | 0.00 | 0 | 0.00 | 98,256 | 80.50 | 0 | 0.00 | 83,121 | 68.10 |
| Chevrolet | 0 | 0.00 | 33,258 | 14.10 | 235,870 | 100.00 | 0 | 0.00 | 0 | 0.00 | 173,364 | 73.50 | 0 | 0.00 | 176,195 | 74.70 |
| Corvette | 0 | 0.00 | 39,729 | 100.00 | 30,154 | 75.90 | 9,575 | 24.10 | 0 | 0.00 | 0 | 0.00 | 39,729 | 100.00 | 38,378 | 96.60 |
| Oldsmobile Total | 0 | 0.00 | 499,001 | 42.81 | 1,149,596 | 98.62 | 1,618 | 0.14 | 14,434 | 1.24 | 989,088 | 84.85 | 9,899 | 0.85 | 915,761 | 78.56 |
| Firenza | 0 | 0.00 | 49,040 | 100.00 | 43,400 | 88.50 | 1,618 | 3.30 | 4,021 | 8.20 | 26,138 | 53.30 | 0 | 0.00 | 16,723 | 34.10 |
| Cutlass Supreme | 0 | 0.00 | 0 | 0.00 | 240,216 | 100.00 | 0 | 0.00 | 0 | 0.00 | 202,022 | 84.10 | 0 | 0.00 | 173,916 | 72.40 |
| Cutlass Ciera | 0 | 0.00 | 173,897 | 54.90 | 316,753 | 100.00 | 0 | 0.00 | 0 | 0.00 | 263,222 | 83.10 | 0 | 0.00 | 233,764 | 73.80 |
| 88 (rwd) | 0 | 0.00 | 967 | 0.40 | 241,765 | 100.00 | 0 | 0.00 | 0 | 0.00 | 216,863 | 89.70 | 0 | 0.00 | 218,797 | 90.50 |
| Olds 98 | 0 | 0.00 | 168,755 | 99.60 | 169,433 | 100.00 | 0 | 0.00 | 0 | 0.00 | 161,131 | 95.10 | 6,777 | 4.00 | 165,028 | 97.40 |
| Calais | 0 | 0.00 | 106,257 | 100.00 | 95,844 | 90.20 | 0 | 0.00 | 10,413 | 9.80 | 80,649 | 75.90 | 0 | 0.00 | 65,348 | 61.50 |
| Toronado | 0 | 0.00 | 84 | 0.20 | 42,185 | 100.00 | 0 | 0.00 | 0 | 0.00 | 39,063 | 92.60 | 3,122 | 7.40 | 42,185 | 100.00 |
| Pontiac Total | 3,805 | 0.61 | 348,645 | 55.91 | 517,602 | 83.01 | 24,979 | 4.01 | 81,108 | 13.01 | 412,412 | 66.14 | 0 | 0.00 | 325,060 | 52.13 |
| 2000 Sunbird | 3,805 | 3.40 | 111,899 | 100.00 | 86,274 | 77.10 | 2,797 | 2.50 | 22,939 | 20.50 | 60,985 | 54.50 | 0 | 0.00 | 17,344 | 15.50 |
| 1000 | 0 | 0.00 | 0 | 0.00 | 18,228 | 70.50 | 5,533 | 21.40 | 2,094 | 8.10 | 4,499 | 17.40 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 0 | 0.00 | 58,487 | 61.00 | 79,485 | 82.90 | 0 | 0.00 | 16,395 | 17.10 | 79,389 | 82.80 | 0 | 0.00 | 51,200 | 53.40 |
| 6000 | 0 | 0.00 | 19,328 | 54.10 | 35,726 | 100.00 | 0 | 0.00 | 0 | 0.00 | 30,081 | 84.20 | 0 | 0.00 | 26,294 | 73.60 |
| Grand Prix/Bonneville | 0 | 0.00 | 0 | 0.00 | 113,180 | 100.00 | 0 | 0.00 | 0 | 0.00 | 90,997 | 80.40 | 0 | 0.00 | 71,756 | 63.40 |
| Parisienne | 0 | 0.00 | 0 | 0.00 | 82,107 | 100.00 | 0 | 0.00 | 0 | 0.00 | 72,993 | 88.90 | 0 | 0.00 | 70,612 | 86.00 |
| Fiero | 0 | 0.00 | 76,371 | 100.00 | 35,894 | 47.00 | 16,649 | 21.80 | 23,828 | 31.20 | 73,469 | 96.20 | 0 | 0.00 | 40,629 | 53.20 |
| Grand Am | 0 | 0.00 | 82,560 | 100.00 | 66,708 | 80.80 | 0 | 0.00 | 15,852 | 19.20 | 0 | 0.00 | 0 | 0.00 | 47,224 | 57.20 |
| HONDA | 0 | 0.00 | 18,907 | 12.19 | 18,907 | 12.19 | 0 | 0.00 | 18,907 | 12.19 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| NUMMI (Nova) | 0 | 0.00 | 0 | 0.00 | 17,744 | 63.50 | 0 | 0.00 | 10,199 | 36.50 | 0 | 0.00 | 0 | 0.00 | 3,269 | 11.70 |
| VOLKSWAGEN | 0 | 0.00 | 67,894 | 82.00 | 13,413 | 16.20 | 0 | 0.00 | 69,384 | 83.80 | 0 | 0.00 | 0 | 0.00 | 4,305 | 5.20 |
| Total Cars, U.S. | 255,864 | 3.19 | 4,223,851 | 52.65 | 6,849,140 | 85.37 | 356,338 | 4.44 | 703,755 | 8.77 | 4,584,338 | 57.14 | 450,548 | 5.62 | 4,629,641 | 57.71 |

# OPTIONS/EQUIPMENT

## RADIO INSTALLATIONS, 1977–1985

(By model year and % of total production)



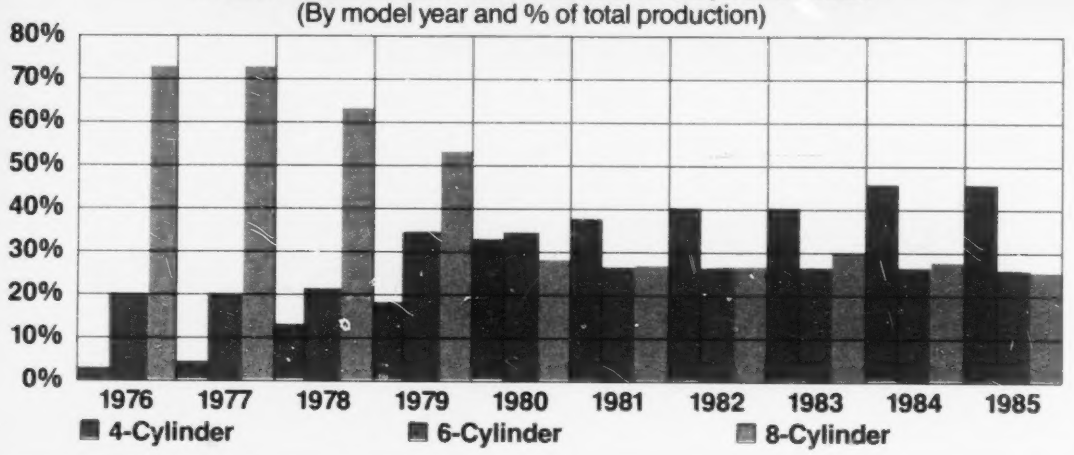
## RADIO OPTIONS ON 1985 U.S.MODELS

| | AM Radio | Percent of Output | AM/FM Radio (Mono) | Percent of Output | AM/FM Stereo Radio | Percent of Output | AM/FM Stereo w/Cassette | Percent of Output | AM/FM Stereo w/Cassette & Graphic Equalizer | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 22,091 | 13.62 | 12,731 | 7.85 | 44,289 | 27.30 | 8,933 | 5.51 | 2,904 | 1.79 |
| Eagle | 467 | 3.88 | 19 | 0.15 | 7,026 | 58.29 | 2,917 | 24.20 | 0 | 0.00 |
| Renault Total | 21,624 | 14.40 | 12,712 | 8.46 | 37,263 | 24.81 | 6,016 | 4.01 | 2,904 | 1.93 |
| Alliance | 12,903 | 14.08 | 7,539 | 8.22 | 26,001 | 28.37 | 4,213 | 4.60 | 2,111 | 2.30 |
| Encore | 8,721 | 14.90 | 5,173 | 8.84 | 11,262 | 19.24 | 1,803 | 3.08 | 792 | 1.35 |
| CHRYSLER CORP | 102,984 | 8.15 | 0 | 0.00 | 743,176 | 58.80 | 208,790 | 16.52 | 136,082 | 10.77 |
| Plymouth Total | 46,722 | 13.65 | 0 | 0.00 | 252,038 | 73.65 | 16,134 | 4.71 | 1,246 | 0.36 |
| Horizon | 5,775 | 3.70 | 0 | 0.00 | 130,165 | 83.40 | 9,364 | 6.00 | 1,093 | 0.70 |
| Reliant | 35,063 | 21.00 | 0 | 0.00 | 111,867 | 67.00 | 5,677 | 3.40 | 0 | 0.00 |
| Gran Fury | 5,885 | 30.70 | 0 | 0.00 | 10,006 | 52.20 | 1,093 | 5.70 | 153 | 0.80 |
| Chrysler Total | 8,527 | 2.03 | 0 | 0.00 | 168,999 | 40.16 | 130,121 | 30.92 | 104,206 | 24.77 |
| LeBaron | 3,031 | 3.00 | 0 | 0.00 | 59,202 | 58.60 | 21,822 | 21.60 | 13,538 | 13.40 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 33,776 | 47.60 | 19,868 | 28.00 | 16,036 | 22.60 |
| Laser | 2,158 | 3.70 | 0 | 0.00 | 22,751 | 39.00 | 13,943 | 23.90 | 16,393 | 28.10 |
| New Yorker/E-Class | 1,052 | 1.50 | 0 | 0.00 | 17,536 | 25.00 | 28,408 | 40.50 | 22,025 | 31.40 |
| Fifth Avenue | 2,286 | 1.90 | 0 | 0.00 | 35,734 | 29.70 | 46,081 | 38.30 | 36,215 | 30.10 |
| Dodge Total | 47,734 | 9.53 | 0 | 0.00 | 322,140 | 64.32 | 62,535 | 12.49 | 30,629 | 6.12 |
| Omni | 5,576 | 3.80 | 0 | 0.00 | 113,423 | 77.30 | 15,113 | 10.30 | 2,788 | 1.90 |
| Aries | 28,368 | 20.00 | 0 | 0.00 | 96,168 | 67.80 | 5,957 | 4.20 | 0 | 0.00 |
| Daytona | 2,555 | 5.10 | 0 | 0.00 | 21,446 | 42.80 | 11,174 | 22.30 | 11,174 | 22.30 |
| Dodge 600 (2 dr.) | 936 | 3.20 | 0 | 0.00 | 13,403 | 45.80 | 8,838 | 30.20 | 4,916 | 16.80 |
| Dodge 600 (4 dr.) | 1,884 | 4.70 | 0 | 0.00 | 30,026 | 74.90 | 5,051 | 12.60 | 1,724 | 4.30 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 30,260 | 59.40 | 11,462 | 22.50 | 7,641 | 15.00 |
| Diplomat | 8,414 | 20.10 | 0 | 0.00 | 17,415 | 41.60 | 4,940 | 11.80 | 2,386 | 5.70 |
| FORD MOTOR | 203,119 | 11.70 | 14,574 | 0.84 | 767,418 | 44.21 | 613,536 | 35.35 | 0 | 0.00 |
| Ford Division | 173,865 | 15.13 | 14,574 | 1.27 | 545,600 | 47.47 | 295,996 | 25.75 | 0 | 0.00 |
| Escort | 119,505 | 32.80 | 14,574 | 4.00 | 119,141 | 32.70 | 22,225 | 6.10 | 0 | 0.00 |
| Mustang | 0 | 0.00 | 0 | 0.00 | 82,796 | 52.90 | 66,518 | 42.50 | 0 | 0.00 |
| LTD | 25,281 | 12.30 | 0 | 0.00 | 146,958 | 71.50 | 27,542 | 13.40 | 0 | 0.00 |
| Thunderbird | 0 | 0.00 | 0 | 0.00 | 34,622 | 22.80 | 113,737 | 74.90 | 0 | 0.00 |
| Crown Victoria | 3,757 | 8.70 | 0 | 0.00 | 21,808 | 50.50 | 15,719 | 36.40 | 0 | 0.00 |
| EXP | 6,377 | 24.10 | 0 | 0.00 | 9,076 | 34.30 | 8,336 | 31.50 | 0 | 0.00 |
| Tempo | 18,944 | 9.40 | 0 | 0.00 | 131,199 | 65.10 | 41,919 | 20.80 | 0 | 0.00 |
| L-M Division | 29,254 | 4.99 | 0 | 0.00 | 221,818 | 37.83 | 317,540 | 54.15 | 0 | 0.00 |
| Mercury Total | 29,254 | 6.97 | 0 | 0.00 | 195,795 | 46.63 | 177,077 | 42.17 | 0 | 0.00 |
| Lynx | 26,904 | 33.40 | 0 | 0.00 | 37,537 | 46.60 | 7,491 | 9.30 | 0 | 0.00 |
| Capri | 0 | 0.00 | 0 | 0.00 | 12,591 | 67.50 | 5,354 | 28.70 | 0 | 0.00 |
| Marquis | 1,667 | 1.60 | 0 | 0.00 | 83,358 | 80.00 | 17,714 | 17.00 | 0 | 0.00 |
| Cougar | 0 | 0.00 | 0 | 0.00 | 23,689 | 20.20 | 92,998 | 79.30 | 0 | 0.00 |
| Grand Marquis | 0 | 0.00 | 0 | 0.00 | 15,397 | 41.50 | 21,481 | 57.90 | 0 | 0.00 |
| Topaz | 683 | 1.10 | 0 | 0.00 | 23,222 | 37.40 | 32,039 | 51.60 | 0 | 0.00 |
| Lincoln Total | 0 | 0.00 | 0 | 0.00 | 26,023 | 15.63 | 140,463 | 84.37 | 0 | 0.00 |
| Continental | 0 | 0.00 | 0 | 0.00 | 1,808 | 6.40 | 26,445 | 93.60 | 0 | 0.00 |
| Lincoln | 0 | 0.00 | 0 | 0.00 | 22,177 | 18.50 | 97,701 | 81.50 | 0 | 0.00 |
| Mark VII | 0 | 0.00 | 0 | 0.00 | 2,037 | 11.10 | 16,318 | 88.90 | 0 | 0.00 |
| GENERAL MOTORS | 362,537 | 7.89 | 110,921 | 2.41 | 1,697,990 | 36.95 | 1,824,041 | 39.70 | 379,989 | 8.27 |
| Buick Total | 39,619 | 3.95 | 0 | 0.00 | 469,450 | 46.81 | 412,517 | 41.13 | 71,362 | 7.12 |
| Skylark | 12,483 | 13.40 | 0 | 0.00 | 65,769 | 70.60 | 12,763 | 13.70 | 466 | 0.50 |
| Skyhawk | 7,006 | 8.49 | 0 | 0.00 | 46,976 | 56.93 | 25,514 | 30.92 | 1,560 | 1.89 |
| Somerset Regal | 2,083 | 2.42 | 0 | 0.00 | 71,241 | 82.77 | 0 | 0.00 | 12,515 | 14.54 |
| Century | 10,288 | 4.00 | 0 | 0.00 | 143,770 | 55.90 | 93,618 | 36.40 | 6,687 | 2.60 |
| Regal | 3,985 | 3.20 | 0 | 0.00 | 66,258 | 53.20 | 47,577 | 38.20 | 4,608 | 3.70 |
| LeSabre/Electra Wagon (rwd) | 3,774 | 2.40 | 0 | 0.00 | 50,636 | 32.20 | 93,725 | 59.60 | 8,020 | 5.10 |
| Riviera | 0 | 0.00 | 0 | 0.00 | 6,596 | 10.10 | 45,844 | 70.20 | 12,734 | 19.50 |
| Electra | 0 | 0.00 | 0 | 0.00 | 18,203 | 13.30 | 93,477 | 68.30 | 24,772 | 18.10 |
| Cadillac Total | 0 | 0.00 | 0 | 0.00 | 54,549 | 14.17 | 157,735 | 40.99 | 88,421 | 22.98 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 4,575 | 23.00 | 0 | 0.00 | 15,295 | 76.90 |
| Seville | 0 | 0.00 | 0 | 0.00 | 5,446 | 13.70 | 0 | 0.00 | 24,688 | 62.10 |
| Eldorado | 0 | 0.00 | 0 | 0.00 | 12,683 | 16.60 | 0 | 0.00 | 48,438 | 63.40 |
| Cadillac | 0 | 0.00 | 0 | 0.00 | 6,618 | 12.80 | 32,778 | 63.40 | 0 | 0.00 |
| DeVille (fwd) | 0 | 0.00 | 0 | 0.00 | 25,228 | 12.80 | 124,957 | 63.40 | 0 | 0.00 |
| Chevrolet Total | 254,430 | 17.94 | 105,104 | 7.41 | 520,383 | 36.70 | 334,055 | 23.56 | 98,145 | 6.92 |
| Chevette | 76,199 | 61.70 | 11,238 | 9.10 | 21,365 | 17.30 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 71,384 | 18.60 | 43,368 | 11.30 | 173,855 | 45.30 | 43,368 | 11.30 | 4,222 | 1.10 |
| Celebrity | 29,476 | 10.90 | 14,062 | 5.20 | 156,031 | 57.70 | 51,920 | 19.20 | 6,760 | 2.50 |
| Camaro | 14,761 | 8.20 | 11,341 | 6.30 | 27,003 | 15.00 | 67,327 | 37.40 | 48,245 | 26.80 |
| Citation | 27,535 | 43.90 | 7,338 | 11.70 | 21,702 | 34.60 | 3,073 | 4.90 | 0 | 0.00 |
| Monte Carlo | 8,422 | 6.90 | 1,953 | 1.60 | 36,373 | 29.80 | 69,206 | 56.70 | 0 | 0.00 |
| Chevrolet | 26,653 | 11.30 | 15,803 | 6.70 | 83,498 | 35.40 | 60,147 | 25.50 | 38,919 | 16.50 |
| Corvette | 0 | 0.00 | 0 | 0.00 | 556 | 1.40 | 39,014 | 98.20 | 0 | 0.00 |
| Oldsmobile Total | 28,401 | 2.44 | 0 | 0.00 | 384,297 | 32.97 | 704,799 | 60.46 | 43,580 | 3.74 |
| Firenza | 5,345 | 10.90 | 0 | 0.00 | 31,680 | 64.60 | 11,083 | 22.60 | 0 | 0.00 |
| Cutlass Supreme | 8,888 | 3.70 | 0 | 0.00 | 98,248 | 40.90 | 128,275 | 53.40 | 9,368 | 3.90 |
| Cutlass Ciera | 11,086 | 3.50 | 0 | 0.00 | 121,950 | 38.50 | 168,513 | 53.20 | 11,086 | 3.50 |
| 88 (rwd) | 0 | 0.00 | 0 | 0.00 | 66,727 | 27.60 | 172,862 | 71.50 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 0 | 0.00 | 18,468 | 10.90 | 147,915 | 87.30 | 2,711 | 1.60 |
| Calais | 3,081 | 2.90 | 0 | 0.00 | 44,734 | 42.10 | 46,116 | 43.40 | 10,838 | 10.20 |
| Toronado | 0 | 0.00 | 0 | 0.00 | 2,489 | 5.90 | 30,036 | 71.20 | 9,576 | 22.70 |
| Pontiac Total | 40,087 | 6.43 | 5,817 | 0.93 | 269,311 | 43.19 | 214,935 | 34.47 | 78,480 | 12.59 |
| 2000 Sunbird | 15,666 | 14.00 | 0 | 0.00 | 64,230 | 57.40 | 23,723 | 21.20 | 1,678 | 1.50 |
| 1000 | 9,644 | 37.30 | 5,817 | 22.50 | 8,636 | 33.40 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 2,589 | 2.70 | 0 | 0.00 | 27,326 | 28.50 | 43,817 | 45.70 | 20,327 | 21.20 |
| 6000 | 1,286 | 3.60 | 0 | 0.00 | 18,292 | 51.20 | 9,003 | 25.20 | 6,752 | 18.90 |
| Grand Prix/Bonneville | 4,527 | 4.00 | 0 | 0.00 | 67,682 | 59.80 | 33,162 | 29.30 | 5,772 | 5.10 |
| Parisienne | 2,710 | 3.30 | 0 | 0.00 | 35,306 | 43.00 | 37,030 | 45.10 | 6,569 | 8.00 |
| Fiero | 611 | 0.80 | 0 | 0.00 | 17,871 | 23.40 | 32,534 | 42.60 | 24,668 | 32.30 |
| Grand Am | 3,055 | 3.70 | 0 | 0.00 | 29,969 | 36.30 | 35,666 | 43.20 | 12,714 | 15.40 |
| HONDA | 0 | 0.00 | 0 | 0.00 | 37,302 | 24.05 | 87,121 | 56.17 | 18,907 | 12.19 |
| NUMMI (Nova) | 10,479 | 37.50 | 0 | 0.00 | 14,195 | 50.80 | 3,269 | 11.70 | 0 | 0.00 |
| VOLKSWAGEN | 0 | 0.00 | 0 | 0.00 | 18,381 | 22.20 | 11,343 | 13.70 | 0 | 0.00 |
| Total Cars, U.S. | 701,210 | 8.74 | 138,225 | 1.73 | 3,322,751 | 41.42 | 2,757,034 | 34.37 | 537,881 | 6.70 |

# OPTIONS/EQUIPMENT

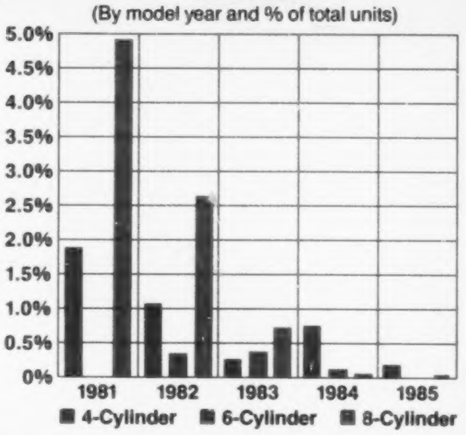
## GASOLINE ENGINE INSTALLATIONS, 1976–1985

(By model year and % of total production)



## DIESEL ENGINE INSTALLATIONS, 1981–1985

(By model year and % of total units)



## ENGINE OPTIONS ON 1985 U.S. MODELS

| | V-8 Gasoline | Percent of Output | V-8 Diesel | Percent of Output | V-6 Gasoline | Percent of Output | 6-Cylinder Gasoline | Percent of Output | V-6 or 6-Cylinder Diesel | Percent of Output | 4-Cylinder Gasoline | Percent of Output | 4-Cylinder Diesel | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 12,054 | 7.43 | 0 | 0.00 | 150,189 | 92.57 | 0 | 0.00 |
| Eagle | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 12,054 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Renault Total | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 150,189 | 100.00 | 0 | 0.00 |
| Alliance | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 91,664 | 100.00 | 0 | 0.00 |
| Encore | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,525 | 100.00 | 0 | 0.00 |
| CHRYSLER CORP | 181,345 | 14.35 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 1,082,477 | 85.65 | 0 | 0.00 |
| Plymouth Total | 19,168 | 5.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 323,039 | 94.40 | 0 | 0.00 |
| Horizon | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 156,073 | 100.00 | 0 | 0.00 |
| Reliant | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 166,966 | 100.00 | 0 | 0.00 |
| Gran Fury | 19,168 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chrysler Total | 120,315 | 28.59 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 300,465 | 71.41 | 0 | 0.00 |
| LeBaron | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 101,028 | 100.00 | 0 | 0.00 |
| LeBaron GTS | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,957 | 100.00 | 0 | 0.00 |
| Laser | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 58,337 | 100.00 | 0 | 0.00 |
| New Yorker/E-Class | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 70,143 | 100.00 | 0 | 0.00 |
| Fifth Avenue | 120,315 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Dodge Total | 41,862 | 8.36 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 458,973 | 91.64 | 0 | 0.00 |
| Omni | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 146,731 | 100.00 | 0 | 0.00 |
| Aries | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 141,841 | 100.00 | 0 | 0.00 |
| Daytona | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,107 | 100.00 | 0 | 0.00 |
| Dodge 600 (2 dr.) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 29,264 | 100.00 | 0 | 0.00 |
| Dodge 600 (4 dr.) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 40,088 | 100.00 | 0 | 0.00 |
| Lancer | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 50,942 | 100.00 | 0 | 0.00 |
| Diplomat | 41,862 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| FORD MOTOR | 397,634 | 22.91 | 0 | 0.00 | 469,264 | 27.03 | 0 | 0.00 | 0 | 0.00 | 859,201 | 49.50 | 9,835 | 0.57 |
| Ford Division | 153,879 | 13.39 | 0 | 0.00 | 291,016 | 25.32 | 0 | 0.00 | 0 | 0.00 | 696,964 | 60.64 | 7,721 | 0.67 |
| Escort | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 359,244 | 98.60 | 5,101 | 1.40 |
| Mustang | 49,771 | 31.80 | 0 | 0.00 | 19,877 | 12.70 | 0 | 0.00 | 0 | 0.00 | 86,865 | 55.50 | 0 | 0.00 |
| LTD | 8,838 | 4.30 | 0 | 0.00 | 192,175 | 93.50 | 0 | 0.00 | 0 | 0.00 | 4,522 | 2.20 | 0 | 0.00 |
| Thunderbird | 52,085 | 34.30 | 0 | 0.00 | 78,963 | 52.00 | 0 | 0.00 | 0 | 0.00 | 20,956 | 13.80 | 0 | 0.00 |
| Crown Victoria | 43,184 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| EXP | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 26,462 | 100.00 | 0 | 0.00 |
| Tempo | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 198,915 | 98.70 | 2,620 | 1.30 |
| L-M Division | 243,755 | 41.57 | 0 | 0.00 | 178,248 | 30.40 | 0 | 0.00 | 0 | 0.00 | 162,237 | 27.67 | 2,114 | 0.36 |
| Mercury Total | 77,269 | 18.40 | 0 | 0.00 | 178,248 | 42.45 | 0 | 0.00 | 0 | 0.00 | 162,237 | 38.64 | 2,114 | 0.50 |
| Lynx | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 79,182 | 98.30 | 1,369 | 1.70 |
| Capri | 4,869 | 26.10 | 0 | 0.00 | 2,369 | 12.70 | 0 | 0.00 | 0 | 0.00 | 11,416 | 61.20 | 0 | 0.00 |
| Marquis | 0 | 0.00 | 0 | 0.00 | 102,114 | 98.00 | 0 | 0.00 | 0 | 0.00 | 2,084 | 2.00 | 0 | 0.00 |
| Cougar | 35,299 | 30.10 | 0 | 0.00 | 73,765 | 62.90 | 0 | 0.00 | 0 | 0.00 | 8,209 | 7.00 | 0 | 0.00 |
| Grand Marquis | 37,101 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Topaz | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 61,346 | 98.80 | 745 | 1.20 |
| Lincoln Total | 166,486 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Continental | 28,253 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Lincoln | 119,878 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Mark VII | 18,355 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| GENERAL MOTORS | 1,501,775 | 32.68 | 2,183 | 0.05 | 1,426,755 | 31.05 | 220,415 | 4.80 | 4,813 | 0.10 | 1,407,806 | 30.64 | 617 | 0.01 |
| Buick Total | 215,227 | 21.46 | 380 | 0.04 | 484,299 | 48.29 | 0 | 0.00 | 925 | 0.09 | 271,450 | 27.07 | 0 | 0.00 |
| Skylark | 0 | 0.00 | 0 | 0.00 | 46,206 | 49.60 | 0 | 0.00 | 0 | 0.00 | 46,951 | 50.40 | 0 | 0.00 |
| Skyhawk | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 82,516 | 100.00 | 0 | 0.00 |
| Somerset Regal | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 55,309 | 64.26 | 0 | 0.00 |
| Century | 0 | 0.00 | 0 | 0.00 | 170,004 | 66.10 | 0 | 0.00 | 514 | 0.20 | 86,674 | 33.70 | 0 | 0.00 |
| Regal | 2,491 | 2.00 | 0 | 0.00 | 122,055 | 98.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| LeSabre/Electra Wagon (rwd) | 148,607 | 94.50 | 315 | 0.20 | 8,335 | 5.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Riviera | 64,130 | 98.20 | 65 | 0.10 | 1,110 | 1.70 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Electra | 0 | 0.00 | 0 | 0.00 | 136,589 | 99.80 | 0 | 0.00 | 411 | 0.30 | 0 | 0.00 | 0 | 0.00 |
| Cadillac Total | 363,839 | 94.54 | 116 | 0.03 | 11,218 | 2.91 | 0 | 0.00 | 995 | 0.26 | 8,672 | 2.25 | 0 | 0.00 |
| Cimarron | 0 | 0.00 | 0 | 0.00 | 11,218 | 56.40 | 0 | 0.00 | 0 | 0.00 | 8,672 | 43.60 | 0 | 0.00 |
| Seville | 39,715 | 99.90 | 40 | 0.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Eldorado | 76,325 | 99.90 | 76 | 0.10 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Cadillac | 51,494 | 99.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 207 | 0.40 | 0 | 0.00 | 0 | 0.00 |
| DeVille (fwd) | 196,305 | 99.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 788 | 0.40 | 0 | 0.00 | 0 | 0.00 |
| Chevrolet Total | 396,632 | 27.97 | 472 | 0.03 | 202,054 | 14.25 | 186,048 | 13.12 | 270 | 0.02 | 632,005 | 44.57 | 617 | 0.04 |
| Chevette | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 122,882 | 99.50 | 617 | 0.50 |
| Cavalier | 0 | 0.00 | 0 | 0.00 | 3,838 | 1.00 | 0 | 0.00 | 0 | 0.00 | 379,947 | 99.00 | 0 | 0.00 |
| Celebrity | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 186,048 | 68.80 | 270 | 0.10 | 84,100 | 31.10 | 0 | 0.00 |
| Camaro | 98,470 | 54.70 | 0 | 0.00 | 78,308 | 43.50 | 0 | 0.00 | 0 | 0.00 | 3,240 | 1.80 | 0 | 0.00 |
| Citation | 0 | 0.00 | 0 | 0.00 | 20,886 | 33.30 | 0 | 0.00 | 0 | 0.00 | 41,836 | 66.70 | 0 | 0.00 |
| Monte Carlo | 57,001 | 46.70 | 0 | 0.00 | 65,056 | 53.30 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Chevrolet | 201,433 | 85.40 | 472 | 0.20 | 33,965 | 14.40 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Corvette | 39,729 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Oldsmobile Total | 344,831 | 29.58 | 1,051 | 0.09 | 566,191 | 48.57 | 0 | 0.00 | 2,622 | 0.22 | 250,953 | 21.53 | 0 | 0.00 |
| Firenza | 0 | 0.00 | 0 | 0.00 | 1,177 | 2.40 | 0 | 0.00 | 0 | 0.00 | 47,863 | 97.60 | 0 | 0.00 |
| Cutlass Supreme | 68,702 | 28.60 | 0 | 0.00 | 171,514 | 71.40 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Cutlass Ciera | 0 | 0.00 | 0 | 0.00 | 187,201 | 59.10 | 0 | 0.00 | 1,267 | 0.40 | 128,285 | 40.50 | 0 | 0.00 |
| 88 (rwd) | 234,029 | 96.80 | 967 | 0.40 | 6,769 | 2.80 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Olds 98 | 0 | 0.00 | 0 | 0.00 | 168,078 | 99.20 | 0 | 0.00 | 1,355 | 0.80 | 0 | 0.00 | 0 | 0.00 |
| Calais | 0 | 0.00 | 0 | 0.00 | 31,452 | 29.60 | 0 | 0.00 | 0 | 0.00 | 74,805 | 70.40 | 0 | 0.00 |
| Toronado | 42,101 | 99.80 | 84 | 0.20 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Pontiac Total | 181,246 | 29.07 | 164 | 0.03 | 162,993 | 26.14 | 34,367 | 5.51 | 0 | 0.00 | 244,726 | 39.25 | 0 | 0.00 |
| 2000 Sunbird | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 111,899 | 100.00 | 0 | 0.00 |
| 1000 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 25,855 | 100.00 | 0 | 0.00 |
| Firebird | 54,268 | 56.60 | 0 | 0.00 | 38,544 | 40.20 | 0 | 0.00 | 0 | 0.00 | 3,068 | 3.20 | 0 | 0.00 |
| 6000 | 0 | 0.00 | 0 | 0.00 | 25,508 | 71.40 | 0 | 0.00 | 0 | 0.00 | 10,218 | 28.60 | 0 | 0.00 |
| Grand Prix/Bonneville | 48,894 | 43.20 | 0 | 0.00 | 64,286 | 56.80 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Parisienne | 78,084 | 95.10 | 164 | 0.20 | 3,777 | 4.60 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 |
| Fiero | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 34,367 | 45.00 | 0 | 0.00 | 42,004 | 55.00 | 0 | 0.00 |
| Grand Am | 0 | 0.00 | 0 | 0.00 | 30,877 | 37.40 | 0 | 0.00 | 0 | 0.00 | 51,683 | 62.60 | 0 | 0.00 |
| HONDA | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 155,102 | 100.00 | 0 | 0.00 |
| NUMMI (Nova) | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 27,943 | 100.00 | 0 | 0.00 |
| VOLKSWAGEN | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 67,894 | 82.00 | 14,903 | 18.00 |
| **Total Cars, U.S.** | **2,080,754** | **25.94** | **2,183** | **0.03** | **1,896,019** | **23.63** | **232,469** | **2.90** | **4,813** | **0.06** | **3,750,611** | **46.67** | **25,356** | **0.32** |

# OPTIONS/EQUIPMENT

## TRENDS IN TIRES AND AIR CONDITIONING

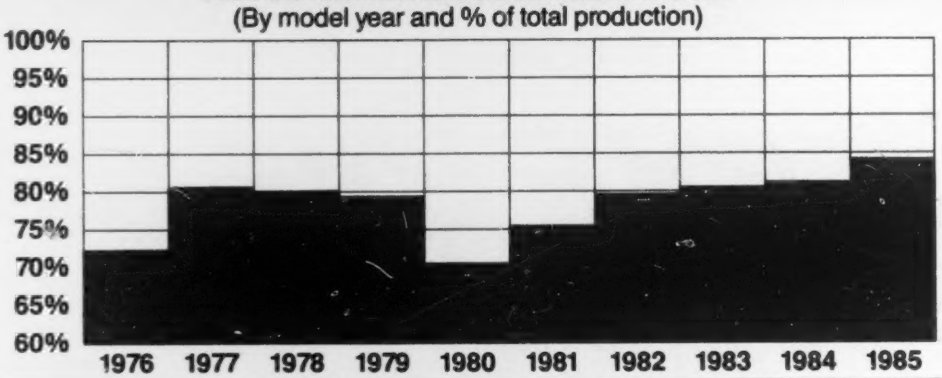
**Percentages of model-year production**

| **Steel-Belted Radials** | Units | % | **White Sidewalls** | Units | % |
|---|---|---|---|---|---|
| 1985 | 7,360,588 | 91.75 | 1985 | 5,303,399 | 66.10 |
| 1984 | 7,349,298 | 87.6 | 1984 | 2,558,142 | 30.4 |
| 1983 | 4,371,530 | 73.1 | 1983 | 4,565,653 | 76.3 |
| 1982 | 3,947,008 | 69.1 | 1982 | 3,408,972 | 59.7 |
| 1981 | 4,726,896 | 69.9 | 1981 | 5,512,389 | 81.5 |
| 1980 | 4,927,895 | 68.9 | 1980 | 6,140,605 | 85.9 |
| 1979 | 7,029,705 | 75.2 | 1979 | 8,426,449 | 90.1 |
| 1978 | 6,765,427 | 73.9 | 1978 | 8,315,505 | 90.9 |

| **Glass-Belted Radials** | Units | % | **Air Conditioning** | Units | % |
|---|---|---|---|---|---|
| 1985 | 166,309 | 2.07 | 1985 | 6,714,306 | 83.69 |
| 1984 | 1,058,608 | 12.6 | 1984 | 6,857,866 | 82.7 |
| 1983 | 1,600,992 | 26.7 | 1983 | 4,866,838 | 80.9 |
| 1982 | 1,575,541 | 28.1 | 1982 | 4,585,627 | 80.2 |
| 1981 | 2,012,336 | 29.7 | 1981 | 5,186,776 | 76.5 |
| 1980 | 1,891,158 | 26.4 | 1980 | 5,181,365 | 72.5 |
| 1979 | 1,581,983 | 16.9 | 1979 | 7,449,352 | 79.7 |
| 1978 | 832,694 | 9.1 | 1978 | 7,352,117 | 80.4 |

## AIR CONDITIONING INSTALLATIONS

(By model year and % of total production)



## AIR CONDITIONING, TIRE, WHEEL AND ELECTRONIC OPTIONS ON 1985 U.S. MODELS

| | Air Conditioning | Percent of Output | Steel Belted Radials | Percent of Output | Glass Belted Radials | Percent of Output | Alloy Wheels | Percent of Output | White Sidewalls | Percent of Output | Digital Clocks | Percent of Output | Electronic Inst. Clusters | Percent of Output |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| AMERICAN MOTORS | 87,106 | 53.69 | 58,994 | 36.36 | 44,724 | 27.57 | 5,806 | 3.58 | 25,440 | 15.68 | 77,210 | 47.59 | 0 | 0.00 |
| Eagle | 9,873 | 81.91 | 10,192 | 84.55 | 1,862 | 15.45 | 708 | 5.88 | 0 | 0.00 | 10,549 | 87.51 | 0 | 0.00 |
| Renault Total | 77,232 | 51.42 | 48,802 | 32.49 | 42,862 | 28.54 | 5,097 | 3.39 | 25,440 | 16.94 | 66,661 | 44.38 | 0 | 0.00 |
| Alliance | 52,810 | 57.61 | 48,802 | 53.24 | 42,862 | 46.76 | 5,097 | 5.56 | 25,440 | 27.75 | 47,018 | 51.29 | 0 | 0.00 |
| Encore | 24,422 | 41.73 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 19,643 | 33.56 | 0 | 0.00 |
| CHRYSLER CORP | 1,048,215 | 82.94 | 1,155,659 | 91.44 | 0 | 0.00 | 162,877 | 12.89 | 812,850 | 64.32 | 1,190,786 | 94.22 | 156,057 | 12.35 |
| Plymouth Total | 249,806 | 73.00 | 342,207 | 100.00 | 0 | 0.00 | 7,165 | 2.09 | 221,400 | 64.70 | 315,992 | 92.34 | 0 | 0.00 |
| Horizon | 94,112 | 60.30 | 156,073 | 100.00 | 0 | 0.00 | 4,994 | 3.20 | 71,638 | 45.90 | 146,396 | 93.80 | 0 | 0.00 |
| Reliant | 137,580 | 82.40 | 166,966 | 100.00 | 0 | 0.00 | 2,171 | 1.30 | 137,246 | 82.20 | 152,440 | 91.30 | 0 | 0.00 |
| Gran Fury | 18,114 | 94.50 | 19,168 | 100.00 | 0 | 0.00 | 0 | 0.00 | 12,517 | 65.30 | 17,155 | 89.50 | 0 | 0.00 |
| Chrysler Total | 403,175 | 95.82 | 312,617 | 74.29 | 0 | 0.00 | 75,496 | 17.94 | 308,374 | 73.29 | 411,942 | 97.90 | 130,047 | 30.91 |
| LeBaron | 96,280 | 95.30 | 101,028 | 100.00 | 0 | 0.00 | 3,637 | 3.60 | 101,028 | 100.00 | 97,694 | 96.70 | 8,082 | 8.00 |
| LeBaron GTS | 67,622 | 95.30 | 70,957 | 100.00 | 0 | 0.00 | 29,305 | 41.30 | 16,888 | 23.80 | 69,609 | 98.10 | 30,937 | 43.60 |
| Laser | 49,236 | 84.40 | 58,337 | 100.00 | 0 | 0.00 | 26,193 | 44.90 | 0 | 0.00 | 55,303 | 94.80 | 20,885 | 35.80 |
| New Yorker/E-Class | 69,722 | 99.40 | 70,143 | 100.00 | 0 | 0.00 | 4,209 | 6.00 | 70,143 | 100.00 | 69,021 | 98.40 | 70,143 | 100.00 |
| Fifth Avenue | 120,315 | 100.00 | 12,152 | 10.10 | 0 | 0.00 | 12,152 | 10.10 | 120,315 | 100.00 | 120,315 | 100.00 | 0 | 0.00 |
| Dodge Total | 395,234 | 78.92 | 500,835 | 100.00 | 0 | 0.00 | 80,216 | 16.02 | 283,076 | 56.52 | 462,852 | 92.42 | 26,010 | 5.19 |
| Omni | 88,919 | 60.60 | 146,731 | 100.00 | 0 | 0.00 | 20,689 | 14.10 | 58,252 | 39.70 | 136,753 | 93.20 | 0 | 0.00 |
| Aries | 116,168 | 81.90 | 141,841 | 100.00 | 0 | 0.00 | 2,695 | 1.90 | 119,572 | 84.30 | 130,494 | 92.00 | 0 | 0.00 |
| Daytona | 39,384 | 78.60 | 50,107 | 100.00 | 0 | 0.00 | 25,555 | 51.00 | 0 | 0.00 | 46,349 | 92.50 | 3,708 | 7.40 |
| Dodge 600 (2 dr.) | 26,689 | 91.20 | 29,264 | 100.00 | 0 | 0.00 | 10,213 | 34.90 | 21,304 | 72.80 | 28,093 | 96.00 | 6,204 | 21.20 |
| Dodge 600 (4 dr.) | 38,003 | 94.80 | 40,088 | 100.00 | 0 | 0.00 | 5,612 | 14.00 | 40,088 | 100.00 | 38,645 | 96.40 | 0 | 0.00 |
| Lancer | 47,223 | 92.70 | 50,942 | 100.00 | 0 | 0.00 | 14,824 | 29.10 | 16,607 | 32.60 | 49,363 | 96.90 | 16,098 | 31.60 |
| Diplomat | 38,848 | 92.80 | 41,862 | 100.00 | 0 | 0.00 | 628 | 1.50 | 27,252 | 65.10 | 33,155 | 79.20 | 0 | 0.00 |
| FORD MOTOR | 1,342,621 | 77.35 | 1,725,149 | 99.39 | 0 | 0.00 | 253,878 | 14.63 | 959,132 | 55.26 | 941,907 | 54.26 | 89,800 | 5.17 |
| Ford Division | 821,628 | 71.48 | 1,149,427 | 100.00 | 0 | 0.00 | 90,879 | 7.91 | 520,286 | 45.26 | 652,385 | 56.76 | 24,144 | 2.10 |
| Escort | 147,195 | 40.40 | 364,345 | 100.00 | 0 | 0.00 | 1,457 | 0.40 | 63,032 | 17.30 | 85,985 | 23.60 | 0 | 0.00 |
| Mustang | 114,881 | 73.40 | 156,514 | 100.00 | 0 | 0.00 | 44,763 | 28.60 | 55,249 | 35.30 | 104,864 | 67.00 | 0 | 0.00 |
| LTD | 200,397 | 97.50 | 205,535 | 100.00 | 0 | 0.00 | 0 | 0.00 | 169,566 | 82.50 | 136,475 | 66.40 | 0 | 0.00 |
| Thunderbird | 149,119 | 98.20 | 151,852 | 100.00 | 0 | 0.00 | 37,204 | 24.50 | 94,908 | 62.50 | 89,593 | 59.00 | 24,144 | 15.90 |
| Crown Victoria | 42,752 | 99.00 | 43,184 | 100.00 | 0 | 0.00 | 5,312 | 12.30 | 38,175 | 88.40 | 20,167 | 46.70 | 0 | 0.00 |
| EXP | 8,071 | 30.50 | 26,462 | 100.00 | 0 | 0.00 | 2,143 | 8.10 | 0 | 0.00 | 26,462 | 100.00 | 0 | 0.00 |
| Tempo | 159,213 | 79.00 | 201,535 | 100.00 | 0 | 0.00 | 0 | 0.00 | 99,357 | 49.30 | 188,838 | 93.70 | 0 | 0.00 |
| L-M Division | 520,993 | 88.85 | 575,722 | 98.19 | 0 | 0.00 | 162,999 | 27.80 | 438,846 | 74.84 | 289,522 | 49.38 | 65,656 | 11.20 |
| Mercury Total | 354,507 | 84.43 | 409,236 | 97.47 | 0 | 0.00 | 49,739 | 11.85 | 281,280 | 66.99 | 220,377 | 52.49 | 5,395 | 1.28 |
| Lynx | 34,717 | 43.10 | 80,551 | 100.00 | 0 | 0.00 | 0 | 0.00 | 12,485 | 15.50 | 12,566 | 15.60 | 0 | 0.00 |
| Capri | 12,573 | 67.40 | 8,021 | 43.00 | 0 | 0.00 | 7,368 | 39.50 | 5,634 | 30.20 | 18,654 | 100.00 | 0 | 0.00 |
| Marquis | 103,469 | 99.30 | 104,198 | 100.00 | 0 | 0.00 | 0 | 0.00 | 103,156 | 99.00 | 84,296 | 80.90 | 0 | 0.00 |
| Cougar | 116,453 | 99.30 | 117,274 | 100.00 | 0 | 0.00 | 33,540 | 28.60 | 104,960 | 89.50 | 46,910 | 40.00 | 5,395 | 4.60 |
| Grand Marquis | 37,064 | 99.90 | 37,101 | 100.00 | 0 | 0.00 | 8,830 | 23.80 | 37,101 | 100.00 | 22,001 | 59.30 | 0 | 0.00 |
| Topaz | 50,232 | 80.90 | 62,091 | 100.00 | 0 | 0.00 | 0 | 0.00 | 17,944 | 28.90 | 35,951 | 57.90 | 0 | 0.00 |
| Lincoln Total | 166,486 | 100.00 | 166,486 | 100.00 | 0 | 0.00 | 113,260 | 68.03 | 157,565 | 94.64 | 69,145 | 41.53 | 60,261 | 36.20 |
| Continental | 28,253 | 100.00 | 28,253 | 100.00 | 0 | 0.00 | 28,253 | 100.00 | 28,253 | 100.00 | 28,253 | 100.00 | 28,253 | 100.00 |
| Lincoln | 119,878 | 100.00 | 119,878 | 100.00 | 0 | 0.00 | 66,652 | 55.60 | 119,878 | 100.00 | 22,537 | 18.80 | 22,537 | 18.80 |
| Mark VII | 18,355 | 100.00 | 18,355 | 100.00 | 0 | 0.00 | 18,355 | 100.00 | 9,434 | 51.40 | 18,355 | 100.00 | 9,471 | 51.60 |
| GENERAL MOTORS | 4,021,576 | 87.52 | 4,154,944 | 90.42 | 121,585 | 2.65 | 558,973 | 12.16 | 3,505,977 | 76.30 | 2,367,266 | 51.52 | 312,734 | 6.81 |
| Buick Total | 963,003 | 96.02 | 1,002,906 | 100.00 | 0 | 0.00 | 143,026 | 14.26 | 908,262 | 90.56 | 472 | 0.05 | 100,276 | 10.00 |
| Skylark | 83,469 | 89.60 | 93,157 | 100.00 | 0 | 0.00 | 2,795 | 3.00 | 87,009 | 93.40 | 0 | 0.00 | 0 | 0.00 |
| Skyhawk | 67,754 | 82.11 | 82,516 | 100.00 | 0 | 0.00 | 14,465 | 17.53 | 57,373 | 69.53 | 0 | 0.00 | 0 | 0.00 |
| Somerset Regal | 80,192 | 93.17 | 86,071 | 100.00 | 0 | 0.00 | 37,054 | 43.05 | 61,394 | 71.33 | 0 | 0.00 | 86,071 | 100.00 |
| Century | 249,991 | 97.20 | 257,192 | 100.00 | 0 | 0.00 | 25,462 | 9.90 | 237,388 | 92.30 | 0 | 0.00 | 6,173 | 2.40 |
| Regal | 122,802 | 98.60 | 124,546 | 100.00 | 0 | 0.00 | 16,191 | 13.00 | 120,436 | 96.70 | 0 | 0.00 | 0 | 0.00 |
| LeSabre/Electra Wagon (rwd) | 156,627 | 99.60 | 157,256 | 100.00 | 0 | 0.00 | 20,758 | 13.20 | 157,256 | 100.00 | 472 | 0.30 | 0 | 0.00 |
| Riviera | 65,305 | 100.00 | 65,305 | 100.00 | 0 | 0.00 | 2,351 | 3.60 | 64,913 | 99.40 | 0 | 0.00 | 8,033 | 12.30 |
| Electra | 136,863 | 100.00 | 136,863 | 100.00 | 0 | 0.00 | 23,951 | 17.50 | 122,492 | 89.50 | 0 | 0.00 | 0 | 0.00 |
| Cadillac Total | 384,840 | 100.00 | 384,840 | 100.00 | 0 | 0.00 | 0 | 0.00 | 276,179 | 71.76 | 384,840 | 100.00 | 119,237 | 30.98 |
| Cimarron | 19,890 | 100.00 | 19,890 | 100.00 | 0 | 0.00 | 0 | 0.00 | 2,685 | 13.50 | 19,890 | 100.00 | 10,661 | 53.60 |
| Seville | 39,755 | 100.00 | 39,755 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 39,755 | 100.00 | 21,825 | 54.90 |
| Eldorado | 76,401 | 100.00 | 76,401 | 100.00 | 0 | 0.00 | 0 | 0.00 | 76,401 | 100.00 | 76,401 | 100.00 | 39,729 | 52.00 |
| Cadillac | 51,701 | 100.00 | 51,701 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 51,701 | 100.00 | 9,771 | 18.90 |
| DeVille (fwd) | 197,093 | 100.00 | 197,093 | 100.00 | 0 | 0.00 | 0 | 0.00 | 197,093 | 100.00 | 197,093 | 100.00 | 37,251 | 18.90 |
| Chevrolet Total | 989,022 | 69.74 | 997,052 | 70.31 | 102,504 | 7.23 | 135,799 | 9.58 | 922,428 | 65.05 | 640,957 | 45.20 | 55,713 | 3.93 |
| Chevette | 50,758 | 41.10 | 20,995 | 17.00 | 102,504 | 83.00 | 0 | 0.00 | 69,777 | 56.50 | 0 | 0.00 | 0 | 0.00 |
| Cavalier | 157,736 | 41.10 | 65,243 | 17.00 | 0 | 0.00 | 9,211 | 2.40 | 259,055 | 67.50 | 181,914 | 47.40 | 2,303 | 0.60 |
| Celebrity | 203,625 | 75.30 | 270,418 | 100.00 | 0 | 0.00 | 7,031 | 2.60 | 201,732 | 74.60 | 166,577 | 61.60 | 0 | 0.00 |
| Camaro | 146,355 | 81.30 | 180,018 | 100.00 | 0 | 0.00 | 76,328 | 42.40 | 55,986 | 31.10 | 125,293 | 69.60 | 13,681 | 7.60 |
| Citation | 47,731 | 76.10 | 62,722 | 100.00 | 0 | 0.00 | 815 | 1.30 | 41,898 | 66.80 | 7,150 | 11.40 | 0 | 0.00 |
| Monte Carlo | 115,710 | 94.80 | 122,057 | 100.00 | 0 | 0.00 | 2,685 | 2.20 | 82,877 | 67.90 | 0 | 0.00 | 0 | 0.00 |
| Chevrolet | 227,379 | 96.40 | 235,870 | 100.00 | 0 | 0.00 | 0 | 0.00 | 211,104 | 89.50 | 120,294 | 51.00 | 0 | 0.00 |
| Corvette | 39,729 | 100.00 | 39,729 | 100.00 | 0 | 0.00 | 39,729 | 100.00 | 0 | 0.00 | 39,729 | 100.00 | 39,729 | 100.00 |
| Oldsmobile Total | 1,135,870 | 97.45 | 1,165,649 | 100.00 | 0 | 0.00 | 79,388 | 6.81 | 1,085,150 | 93.09 | 908,155 | 77.91 | 31,006 | 2.66 |
| Firenza | 39,526 | 80.60 | 49,040 | 100.00 | 0 | 0.00 | 3,727 | 7.60 | 39,820 | 81.20 | 31,729 | 64.70 | 0 | 0.00 |
| Cutlass Supreme | 236,373 | 98.40 | 240,216 | 100.00 | 0 | 0.00 | 0 | 0.00 | 221,960 | 92.40 | 174,877 | 72.80 | 0 | 0.00 |
| Cutlass Ciera | 310,418 | 98.00 | 316,753 | 100.00 | 0 | 0.00 | 16,154 | 5.10 | 295,214 | 93.20 | 238,832 | 75.40 | 10,136 | 3.20 |
| 88 (rwd) | 240,073 | 99.30 | 241,765 | 100.00 | 0 | 0.00 | 0 | 0.00 | 238,864 | 98.80 | 149,411 | 61.80 | 0 | 0.00 |
| Olds 98 | 169,433 | 100.00 | 169,433 | 100.00 | 0 | 0.00 | 5,422 | 3.20 | 169,433 | 100.00 | 169,433 | 100.00 | 7,455 | 4.40 |
| Calais | 97,863 | 92.10 | 106,257 | 100.00 | 0 | 0.00 | 54,085 | 50.90 | 77,674 | 73.10 | 101,688 | 95.70 | 0 | 0.00 |
| Toronado | 42,185 | 100.00 | 42,185 | 100.00 | 0 | 0.00 | 0 | 0.00 | 42,185 | 100.00 | 42,185 | 100.00 | 13,415 | 31.80 |
| Pontiac Total | 548,841 | 88.01 | 604,497 | 96.94 | 19,081 | 3.06 | 200,760 | 32.19 | 313,959 | 50.35 | 432,843 | 69.41 | 6,502 | 1.04 |
| 2000 Sunbird | 82,917 | 74.10 | 111,899 | 100.00 | 0 | 0.00 | 14,994 | 13.40 | 60,649 | 54.20 | 73,294 | 65.50 | 0 | 0.00 |
| 1000 | 15,384 | 59.50 | 6,774 | 26.20 | 19,081 | 73.80 | 1,241 | 4.80 | 10,807 | 41.80 | 0 | 0.00 | 0 | 0.00 |
| Firebird | 85,717 | 89.40 | 95,880 | 100.00 | 0 | 0.00 | 65,582 | 68.40 | 12,656 | 13.20 | 87,347 | 91.10 | 0 | 0.00 |
| 6000 | 35,226 | 98.60 | 35,726 | 100.00 | 0 | 0.00 | 9,610 | 26.90 | 21,721 | 60.80 | 28,759 | 80.50 | 6,502 | 18.20 |
| Grand Prix/Bonneville | 112,161 | 99.10 | 113,180 | 100.00 | 0 | 0.00 | 7,017 | 6.20 | 105,371 | 93.10 | 8,489 | 7.50 | 0 | 0.00 |
| Parisienne | 79,808 | 97.20 | 82,107 | 100.00 | 0 | 0.00 | 0 | 0.00 | 80,875 | 98.50 | 81,532 | 99.30 | 0 | 0.00 |
| Fiero | 63,159 | 82.70 | 76,371 | 100.00 | 0 | 0.00 | 64,915 | 85.00 | 0 | 0.00 | 75,073 | 98.30 | 0 | 0.00 |
| Grand Am | 74,469 | 90.20 | 82,560 | 100.00 | 0 | 0.00 | 37,400 | 45.30 | 21,878 | 26.50 | 78,349 | 94.90 | 0 | 0.00 |
| HONDA | 147,378 | 95.02 | 155,102 | 100.00 | 0 | 0.00 | 0 | 0.00 | 0 | 0.00 | 155,102 | 100.00 | 0 | 0.00 |
| NUMMI (Nova) | 21,209 | 75.90 | 27,943 | 100.00 | 0 | 0.00 | 1,285 | 4.60 | 0 | 0.00 | 17,325 | 62.00 | 0 | 0.00 |
| VOLKSWAGEN | 46,201 | 55.80 | 82,797 | 100.00 | 0 | 0.00 | 18,215 | 22.00 | 0 | 0.00 | 67,894 | 82.00 | 0 | 0.00 |
| Total Cars,U.S. | 6,714,306 | 83.69 | 7,360,588 | 91.75 | 166,309 | 2.07 | 1,001,034 | 12.48 | 5,303,399 | 66.10 | 4,817,490 | 60.05 | 558,591 | 6.96 |

# MANUFACTURERS

## Overseas vehicle makers, coachbuilders

**Following is a list of overseas manufacturers of production cars and trucks and coachbuilders. See Roster of Auto Firms and Executives, which begins on page 137, for U.S. and Canadian companies.**

**A.C. CARS P.l.c.**, Summer Road, Thames Ditton, Surrey KT7 ORD, England. Phone: 01-398-5621. Products: Restorations, parts for A.C. cars.

**ADAM OPEL AG**, D-6090 Russelsheim, West Germany. Parent company: General Motors Corp. Phone: 49-6142-661. Products: Opel passenger cars.

**AICHI MACHINE INDUSTRY CO. LTD.**, Nagoya, Aichi, Japan. Products: Commercial vehicles, automotive engines.

**ALFA ROMEO S.p.A.**, 20020 Arese, Milan, Italy. Phone: (02) 93391. Telex: 330101 ALFAMI. Products: Alfa Romeo cars, race cars.

**ALLARD MOTOR CO. LTD.**, 5305 Maingate Dr., Mississauga, Ontario, Canada. Products: Automobiles, race cars.

**ALPES INCENDIE**, 8690 Le Grand Lemps, B.P. 27, France. Phone: (76) 05 09 54. Telex: 320388. Products: Ambulances, fire-fighting vehicles.

**AMCAR MOTOR HOLDINGS (PTY) LTD.**, P.O. Box 411, Pretoria 0001, South Africa. Phone: 012-831121. Telex: 320-750-SA. Products: Mazda cars and trucks.

**AMI-TOYOTA**, 155 Bertie St., Port Melbourne, Victoria, Australia. Products: Cars, light trucks, engines, panels.

**ANAMBRA MOTOR MANUFACTURING CO. LTD.**, Emene Industrial Layout, Emene-Enugu, Nigeria. Phone: (002341) 68 17 90. Telex: 51264. Products: Trucks.

**A.R.N.A. (ALFA ROMEO AND NISSAN AUTOVEICOLI) S.p.A.**, 83039 Pratola Serra, Avellino, Italy. Phone: (0825) 607075. Telex: 722361 ARNA. Products: Automobiles.

**ARAB AMERICAN VEHICLE CO.**, P.O. Box 2419 Suez Canel Rd, Horeia, Heliopolis, Cairo, Egypt. Phone: 603418-603427. Telex: 93791AAVUN. Products: Jeep vehicles.

**ARGYLL TURBO CARS LTD.**, Minnow House, Lochgilphaed, Argyll, Scotland.

**ASLK-AVTOMOBILNY ZAVOD IMENI LENINSKOGO KOMSOLA**, Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

**ASTON MARTIN LAGONDA LTD.**, Tickford St., Newport Pagnell, Bucks, MK 9AN, Great Britain. Products: Touring and competition cars.

**ASTON MARTIN TICKFORD**, 58 Tanners Dr., Blakelands North, Milton Keynes MK14 5BW, England. Phone: 0908-614688. Telex: 826983 TIKFRD G. Products: Automobile design, engineering, type approval and general consultancy; coach building; prototype work.

**AUDI AG**, Postfach 220, D-8070 Ingolstadt, Federal Republic of West Germany. Phone: (011) 49-841-896. Telex: 55 05 0. Products: Audi cars.

**AUSTIN ROVER GROUP LTD.**, Canley Road, Canley, Coventry, England CV5 6QX. Phone: 0203-70111. Telex: 312571. Products: Austin Rover automobiles.

**AUTOBIANCHI**, Lancia, v. V. Lancia 27, 10141 Turin, Italy. Products: Lancia cars.

**AUTOKRAFT LTD.**, Unit 815, Brooklands Industrial Park, Weybridge, Surrey, Great Britain.

**AUTOMOBILE APAL S.A.**, rue de la Fontaine, Blegny, Belgium. Products: Automobiles.

**AUTOMOBILES CITROEN**, 62 Blvd. Victor Hugo, Neuilly sur Seine 922089 Cedex, France. Parent company: Peugeot S.A. Products: Citroen cars.

**AUTOMOBILES DANGEL S.A.**, 5 rue du Canal, 68780 Sentheim, France. Products: Automobiles.

**AUTOMOBILES PEUGEOT**, 75 Av. de la Grande Armee, Paris 75016, France. Parent company: Peugeot S.A. Products: Peugeot cars.

**AUTOMOTIVE MANUFACTURERS Sdn. Bhd.**, Peramu Jaya, Pekan, Pahang, Malaysia. Phone: 011-60-9-421701. Products: Isuzu vehicles.

**AUTOMOBILES TALBOT S.A.**, Apdo 140, Madrid 21, Spain. PSA Peugeot owns controlling interest. Product: Automobiles.

**AVON COACHWORK LTD.**, Ladbroke House, Millers Rd., Warwoik CV34 5AP, Great Britain. Products: Coaches.

**BAYERISCHE MOTOREN WERKE AG (BMW)**, P.O.B. 400240, 8 Munich, Landshut, Dingolfing, West Germany. Products: BMW cars.

**BEAUJARDIN**, 235 W. Sherbrooke, Suite 1104, Montreal, P.Q. H2X 1X8, Ontario, Canada. Products: Prototype cars, race accessories.

**BEDFORD COMMERICIAL VEHICLE DIV., TRUCK AND BUS GROUP, GENERAL MOTORS CORP.**, P.O. Box 3, Luton, LU20SY England. Phone: Telex: Products: Vans, truck and bus chassis.

**BEIJING JEEP CORP.**, Chuihangliu, Chaoyangqu, Beijing, People's Republic of China. Phone: (011) 7[illegible]31. Telex: 20039BJCCN. Products: Jeep vehicles.

**BENTLEY MOTORS LTD.**, Crewe, Ches. CWI, 3 Pl. Great Britain. Parent company is Rolls-Royce Ltd. Products: Bentley automobiles.

**BERTONE (Carrozzeria) S.p.A.**, c.s.o. Peschiera 223, Turin, Italy. Products: Small and medium-sized car bodies, prototypes, Bertone automobiles.

**BITTER-AUTOMOBILE GmbH & Co. KG**, Berliner Str., D-5830 Schwelm, West Germany. Phone: 02336/6096-98. Products: Specialty automobiles.

**BL P.l.c., (British-Leyland)** 35/38 Portman Square, London WIH OHQ, Great Britain. Products: Automobiles — Austin, Morris, MG, Rover, Triumph, Daimler and Land Rover.

**BMW SOUTH AFRICA (PTY) LTD.**, Andree Greyvenstein Road, Isando, Post Box 856, Kempton Park 1620, South Africa. Phone: 2712-581675. Telex: 83282/83374. Products: BMW automobiles.

**C.E.D.R.E.**, 6 rue de Vergennes, 78000-Versailles, France. Phone: (1) 39 51 44 48. Products: Electric vehicles.

**CHRYSLER de MEXICO S.A.**, P.O. Box 53-951, Mexico, D.S., Mexico. Phone: (905) 2509988. Telex: 383 1774 335. Products: Cars and trucks.

**CLANCY**, 210 Kooyong Rd., Toorak, Victoria, Australia. Products: Coaches.

**CLASSIC-CAR JANSSEN**, Am Raffelberg 4, D-5880 Ludenscheid, Federal Republic of West Germany. Products: Replicars.

**CLASSIC-CAR-OLDTIMERBAU**, Otto-Lilienthal-Str. 14, D-64000 Fulda, West Germany. Product: Replicars.

**COLEMAN-MILNE P.l.c.**, Wigan Rd., Weshoughton, Bolton, England BL52EE. Phone: (0942) 815600. Telex: 67249. Products: Limousines, ambulances, funeral vehicles.

**COMPANHIA INDUSTRIAL SANTA MATILDE INC. Co.**, Rua Buenos Aires 100, Rio de Janeiro, 20070, Brazil. Products: Automobiles.

**COMPANIA COLOMBIANA AUTOMOTRIZ S.A.**, Calle 13 No. 38-54 (Apdo Aereo 80342), Bogota D.E., South America. Phone: 2777200/574928. Telex: 42177 CCAPE. Products: Mazda vehicles.

### AUTOMOTIVE NEWS WORLD OUTLOOK

Generated by Data Resources Inc.

(In thousands)

| | 1983 | 1984 | 1985 | 1986 | 1987 | 1988 | 1989 | 1990 |
|---|---|---|---|---|---|---|---|---|
| **NEW CAR REGISTRATIONS** | | | | | | | | |
| Total Western Europe* | 10,469 | 10,161 | 10,256 | 10,592 | 10,781 | 10,934 | 11,176 | 11,341 |
| Germany | 2,427 | 2,394 | 2,295 | 2,546 | 2,506 | 2,542 | 2,608 | 2,649 |
| France | 2,018 | 1,758 | 1,810 | 1,902 | 1,962 | 2,006 | 2,076 | 2,086 |
| United Kingdom | 1,792 | 1,750 | 1,770 | 1,732 | 1,742 | 1,787 | 1,795 | 1,767 |
| Italy | 1,581 | 1,636 | 1,672 | 1,658 | 1,711 | 1,770 | 1,785 | 1,825 |
| Total U.S. | 9,178 | 10,330 | 11,026 | 10,463 | 10,747 | 10,821 | 11,248 | 11,587 |
| Asia-Pacific** | 1,025 | 1,137 | 1,240 | 1,295 | 1,310 | 1,335 | 1,412 | 1,475 |
| Japan | 3,136 | 3,096 | 3,151 | 3,207 | 3,164 | 3,319 | 3,425 | 3,528 |
| Total Africa-MidEast | 1,271 | 1,242 | 1,268 | 1,336 | 1,484 | 1,584 | 1,635 | 1,706 |
| Total Latin America | 1,401 | 1,350 | 1,410 | 1,530 | 1,629 | 1,776 | 1,952 | 2,064 |
| Total Eastern Bloc | 2,085 | 2,124 | 2,162 | 2,238 | 2,323 | 2,385 | 2,424 | 2,475 |
| **CAR PRODUCTION** | | | | | | | | |
| Total Western Europe* | 11,140 | 10,723 | 10,957 | 11,281 | 11,491 | 11,711 | 11,968 | 12,209 |
| Germany | 3,878 | 3,790 | 4,037 | 4,142 | 4,110 | 4,164 | 4,244 | 4,319 |
| France | 2,961 | 2,713 | 2,617 | 2,718 | 2,863 | 2,930 | 2,986 | 2,961 |
| United Kingdom | 1,045 | 909 | 975 | 988 | 1,005 | 1,028 | 1,052 | 1,107 |
| Italy | 1,396 | 1,439 | 1,378 | 1,384 | 1,426 | 1,480 | 1,523 | 1,572 |
| Total North America | 7,746 | 8,894 | 9,245 | 7,979 | 7,646 | 7,875 | 8,208 | 8,512 |
| Asia-Pacific** | 804 | 923 | 1,036 | 1,127 | 1,226 | 1,300 | 2,607 | 1,468 |
| Japan | 7,152 | 7,073 | 7,491 | 8,042 | 8,302 | 8,343 | 8,462 | 8,607 |
| Mexico | 207 | 245 | 305 | 344 | 411 | 479 | 517 | 539 |
| **NEW TRUCK REGISTRATIONS** | | | | | | | | |
| Western Europe*** | 1,139 | 1,119 | 1,183 | 1,204 | 1,182 | 1,206 | 1,263 | N/A |
| U.S. | 3,161 | 4,092 | 4,642 | 4,520 | 4,710 | 4,750 | 4,811 | 4,913 |
| **TRUCK PRODUCTION** | | | | | | | | |
| Western Europe*** | 1,308 | 1,224 | 1,357 | 1,393 | 1,384 | 1,416 | 1,476 | N/A |
| North America | 2,971 | 3,958 | 4,243 | 4,091 | 4,321 | 4,300 | 4,350 | 4,447 |

*Western Europe car production and registrations include Germany, France, United Kingdom, Italy, Netherlands, Belgium, Denmark, Ireland, Greece, Sweden, Norway, Finland, Switzerland, Austria, Spain and Portugal.
**Asia-Pacific includes Taiwan, South Korea Peninsular Malaysia, India, Australia and New Zealand but excludes Japan, which is listed separately.
***Western Europe truck production and registrations include Germany, France, United Kingdom, Italy, Spain, Sweden, Netherlands and Belgium.

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**CRAYFORD SPECIAL EQUIPMENT LTD.**, High Street, Westerham, Kent, TN16-1RG, Great Britain. Products: All-terrain vehicles, cycles.

**CUSTOCA**, 8714 Kraubath/Mur 55, Austria. Products: Automobiles.

**DAEWOO MOTOR CO. LTD.**, Seoul, Korea. Products: Passenger vehicles.

**DAIHATSU MOTOR CO. LTD.**, 1-1 Daihatsu-cho, Ikeda, Osaka, Japan. Phone: 0727 (51) 8811. Products: Cars, electric cars, buses, trucks.

**DAIMLER-BENZ AG**, D-7000 Stuttgart 60, Postfach 202, West Germany. Phone: (0711) 3021. Telex: 723 901 dbu d. Products: Mercedes-Benz automobiles and trucks.

**DE TOMASO MODENA S.p.A.**, Via Emilia Ovest 1250, Modena, Italy. Products: Vehicles, spare parts.

**DIVISION AUTOCARS et AUTOBUS**, 8, quai Leon-Blum, B.P. 302, 92156 Suresnes Cedex. Phone: 772.33.33. Telex: 620 567. Products: Production of coaches, and buses entirely manufactured by Renault

**DONKERVOORT**, Nw Loosdrecht, dijk 205a, The Netherlands, 1231 KT. Phone: 02158-1990. Products: Donkervoort automobiles.

**DUTTON CARS LTD.**, 53 Broadwater St., Worthing, W. Sussex BN14 9BY, Great Britain. Products: Dutton cars.

**EL NASR AUTOMOTIVE MFG. CO.**, Wadi-Hof, Cairo, Egypt. Phone: 781901. Products: Buses, trucks, cars, tractors.

**ENFIELD**, Electricity Council, Millbank, London SW1P 4 RD, Great Britain. Products: Electric cars.

**ENVEMO-ENGENHARIA DE VEICULOS E MOTORES**, Rua Olimpiadas, 237 Vila Olimpia, SP, Brazil. Products: Cars, off-road vehicles, race engines.

**FABRYKA SAMOCHODOW MALOLITRAZOWYCH**, ul. Sarni Stok 93, 43-300 Bielsko-Biala, Poland. Products: Cars, 126, Syrena models.

**FABRYKA SAMOCHODOW OSO-BOWYCH**, ul. Stalingradzka 50, Warsaw, Poland. Products: Automobiles.

**FAIRCLOUGH ELECTRIC VEHICLES LTD.**, Unit 3, Opportunities Centre, Halesfield 14, Telford, Shropshire, Great Britain. Products: Electric cars.

**FORD BRASIL S.A.**, Caixa Postal 5064 — CEP 09720, Rudge Ramos Sao Bernardo do Campo, Sao Paulo, Brazil. Phone: (55) (11) 457-6633. Telex: 011-4164. Products: Ford car and truck assembly.

**FARUS LTDa., INDUSTRIA DE VEICULOS ESPORTIVOS**, Rua Divisa Nova, 30-A, Salgado Fiho, Belo Horizonte, Minas Gerais, Brazil. Products: Automobiles.

**FASA-RENAULT**, Arco de Ladrillo 58, Valladolid, Spain. Products: Automobiles.

**FERRARI SOCIETA PER AZIONI, ESERCIZIO FABBRICHE AUTOMOBILI E CORSE**, vl. Trento Trieste 31, 41100 Modena, Italy. Products: Racing and GT cars.

**FIAT AUTO S.p.A.**, corso Agnelli 200, Turin, Italy. Products: Fiat, Abarth, Autobianchi, Lancia cars.

**FIAT AUTOMOVEIS S.A.**, Rodovia Fernao Dias, km 429, 32500 Betim, Minas Gerais. Brazil. Products: Alfa Romeo, Fiat cars.

*Continued on page 72*

# MANUFACTURERS

*Continued from page 71*

**FIRST AUTOMOBILE WORKS, THE,** Dong Feng St., Changchun, Jilin, China. Phone: 50-4051. Telex: 83009 FFAW CN. Products: Five-ton Jiefang (commercial vehicles) trucks, Hong-Qi luxury cars, Hong-Qi minibus, various special purpose vehicles.

**FORD BRASIL S.A.,** Av. Rudge Ramos 1501, Sao Paulo, Brazil. Ford Motor Co., parent company. Products: Ford cars.

**FORD ESPANA S.A. (SPAIN),** Paseo de la Castellana 135, 8 Planta, Madrid — 16. Spain. Phone: Madrid (34) (1) 279 9600. Telex: Spain 42352. Products: Ford car assembly.

**FORD LIO HO MOTOR CO. (TAIWAN) LTD.,** P.O. Box 12, Chung Li, Taiwan 320, Republic of China. Phone: Chung Li (886) (34) 553131/553150. Telex: 35167. Products: Ford car assembly.

**FORD LUSITANA S.A.R.L. (PORTUGAL),** Apartado 2248, R. Rosa Araujo 2, 1106 Lisbon Codex, Portugal. Phone: Lisbon (351) (1) 53 91 41. Telex: Portugal 122 18. Products: Ford car, Transit van and Cargo truck assembly.

**FORD MOTOR ARGENTINA S.A.,** Casilla de Correo 696, 1000 Correo Central, Buenos Aires, Argentina. Phone: Buenos Aires (54) (1) 394-1017. Telex: 21175. Products: Car and truck assembly.

**FORD MOTOR CO. OF AUSTRALIA LTD.,** Private Mail Bag 6, Campbellfield, Vic. 3061, Australia. Phone: (61) (3) 359-8211. Telex: 30624. Products: Ford car, van, light and heavy truck assembly.

**FORD MOTOR CO. (BRITAIN) LTD., AND FORD OF EUROPE INC.,** Eagal Way, Brentwood, Essex, CM13 3BW, England. Phone: (44), (277) 253000. Telex: United Kingdom 995311. Products: Ford car and light van assembly.

**FORD MOTOR CO. S.A. de C.V. (MEXICO),** Apartado Postal 39 Bis, Mexico 1, D.F. Reforma — Managing Dir. Phone: (905) 211-0049. Telex: 7860. Products: Ford cars and trucks.

**FORD MOTOR CO. (JAPAN) LTD.,** Toranmon 37 Mori Bldg, 5-1 Toranomon 3 chome, Minato-ku, Tokyo, Japan. Ford Motor Co., parent company. Products: Importer in Japan of Ford automobiles and exporter to Australia and New Zealand of Mazda automobiles. Models: Laser, Telstar.

**FORD MOTOR CO. OF SOUTH AFRICA,** 55 Albany Rd., Port Elizabeth, 6001, South Africa. Ford Motor Co., parent company. Products: Automobiles, race cars.

**FORD MOTOR CO. OF NEW ZEALAND LTD.,** P.O. Box 30-012, Lower Hutt, New Zealand. Phone: (64) (4) 666-149 (Wellington). Cable: NEWZEAFORD WELLINGTON (N.Z.). Products: Ford car, van and truck assembly.

**FORD MOTOR de VENEZUELA S.A.,** Apartado 61131 del Este, Caracas, Venezuela. Phone: (58) (2) 765377. Telex: Caracas FI-22740. Products: Ford cars, trucks.

**FORD-WERKE AG,** Administration: Ottoplatz 2, Postfach 21 03 69, D-5000 Koein 21, West Germany. Phone: Cologne (49) (221) 8251. Telex: Germany 888483. Products: Ford car assembly.

**FUJI HEAVY INDUSTRIES LTD.,** Subaru Bldg., 1-chome, 7-2, Nishi-shinjuku, Shinjuku-ku, Tokyo 160, Japan. Phone: (03) 347-2111. Telex: 0-232-2268 FUJI J. Products: Subaru vehicles.

**GAC IRELAND LTD.,** Shannon Industrial Estate, County Clare, Ireland. Phone: 061-61522. Telex: 24048. Products: Monocoque buses.

**GAZ-GORKOVSKI AVTOMOBILNY ZAVOD,** Avtoexport, II. Volkhonka, 14, Moscow 119902, U.S.S.R. Products: Automobiles.

**GENERAL MOTORS CHILE S.A., INDUSTRIA AUTOMOTRIZ,** P.O. Box 14370, Santiago, Chile. Phone 56-2-574-673. Products: Assembly of vehicles.

**GENERAL MOTORS CONTINENTAL,** Noorderlaan 75, Postbus 9, B-2030 Antwerp, Belgium. Phone: 32-3-543-5111. Products: Assembly of Opel and Vauxhall vehicles.

**GENERAL MOTORS do BRASIL S.A.,** P.O. Box 8200, 01000 Sao Paulo, Brazil. Products: Assembly of passenger cars and commercial vehicles.

**GENERAL MOTORS de MEXICO, S.A. de C.V.,** Apartado 107-BIS, Mexico 1, D.F. Phone: 525-250-3777. Products: Assembly of passenger cars, commercial vehicles.

**GENERAL MOTORS de PORTUGAL, LIMITADA,** P.O. Box 8115, 1802 Lisbon Codex, Portugal. Phone: 351-1-85-01-88. Products: Assembly of vehicles.

**GENERAL MOTORS de VENEZUELA, C.A.,** Apartado 666, Caracas 1100, Venezuela. Phone: 58-2-494-711/19. Products: Assembly of imported vehicles.

**GENERAL MOTORS EGYPT, S.A.E.,** (jointly owned by Isuzu Motors, GM, Egypt and an Arabian investment group). Abu El-Fida Bldg., Abu El Fida, Zamalek, Cairo, Egypt. Phone: 698047/812365. Products: Assembly and manufacture of commercial vehicles.

**GENERAL MOTORS HELLAS, A.B.E.E. (ATHENS),** P.O. Box 610-20, Amaroussion 151-10, Attica, Greece. Phone: 30-1-682-8900. Products: Assembly of imported Opel vehicles.

**GENERAL MOTORS-HOLDEN'S LTD.,** Box 1714 G.P.O., Melbourne, Australia 3001. Phone: 61-3-647-1673. Products: Manufacture of passenger cars and light commercial vehicles, assembly of imported vehicles.

**GENERAL MOTORS PILIPINAS INC.,** P.O. Box 7061, Airmail Exchange Office, Manila International Airport 3120, Philippines. Phone: 63-2-801-1701. Products: Assembly of Isuzu vehicles.

**GENERAL MOTORS SOUTH AFRICAN (PROPRIETARY) LTD.,** P.O. Box 1137, Port Elizabeth 6000, South Africa. Phone: 27-41-48211. Products: Opel, Vauxhall passenger cars.

**GENERAL MOTORS URUGUAYA S.A.,** Avenida Sayago 1385, Montevideo, Uruguay. Phone: 598-2-381-621/28. Products: Assembly of imported vehicles.

**GENERAL MOTORS ZAIRE S.A.R.L.,** B.P. 11199, Kinshasa 1, Zaire. Phone: 160-243 (Bell operator)-26635. Products: Assembly of imported vehicles.

**GHIA S.p.A.,** v. A. da Montefeltro 5, 10134, Turin, Italy. Products: Automobiles, coaches.

**GIANNINI AUTOMOBILI S.p.A.,** v. Idrovore della Magliana 57, Rome, Italy. Products: Automobiles, variations of Fiat cars.

**GINETTA CARS LTD.,** West End Works, Witham, Essex, GMB 1BE, Great Britain. Products: Automobiles including G25 model.

**GLENFROME OF ENGLAND,** Hudds Vale Rd., St. George, Bristol BS5 7HY. Phone: 272-557727. Telex: 449639 GLENENG. Products: Special Jaguars, Mercedes, Range Rovers, Glenfrome sports cars.

**G.P. VEHICLES,** Unit 7 Worton Hall, Worton Rd., Isleworth, Middlesex TW7 6ER, England. Products: Automobiles.

**GRAND PRIX METALCRAFT LTD.,** 2-3 Thane Works, Thane Villas, London, N.7 7NU, England. Phone: 01 609-0384 or 0389. Telex: 266314 G. Products: Desande Roadster, Deetype Replica and Mercedes conversions.

**GROUP LOTUS CARS COMPANIES P.l.c.,** Norwich, Norfolk, England NR14 8EZ. Phone: 953-608000. Telex: 97401. Products: Automobiles, automotive engineering technology.

**GURGEL S.A. INDUSTRIA E. COMERCIO DE VEICULOS,** Rod. Washington Luis, km 171, 13500 Rio Claro, S.P., Brazil. 13.500. Products: Off-road cars, delivery vans, electric cars.

**HEAVY INDUSTRIES CORP. MINISTRY OF INDUSTRY II,** P.O. Box No. (370) G.P.O. Rangoon, Burma. Phone: 50460/51206/52715. Telex: 21503 KASALA BM. Products: Mazda vehicles.

**HINDUSTAN MOTORS LTD.,** Birla Bldg., 9/1 R.N. Mukherjee Rd., Calcutta 1, India. Products: Cars, 4wd vehicles.

**HINO MOTORS LTD.,** 7-17, Nihonbashi 1-chome, Chuo-ku, Tokyo, Japan. Telex: J22946 HINOLTD. Products: Diesel trucks.

**HONDA BENELUX N.V.,** Wijingaardveld 1, 9300 Aalst, Belgium. Products: Manufacture of Honda products primarily in Benelux countries.

**HONDA MOTOR CO. LTD.,** No. 27-8, 6-chome, Jingu-mae, Shibuya-ku, Tokyo, Japan. Telex: J22678 (HONDAMTR). Products: Honda vehicles.

**HYUNDAI MOTOR CO.,** 140-2, Ke-Dong, Jong Ko-Ku, Seoul, South Korea. Products: Automobiles.

**INDUSTRIE PININFARINA S.p.A.,** Via Lesna, Gragliasco, Italy 10095. Phone: 11-703232. Telex: 11-700819. Products: Automobiles, auto bodies.

**INDUSTRIES MECHNIQUES MAGHREBINES,** c/o Societe Afrique Autos Place de l'Afrique Tunis, Tunisia. Phone: 2161-247026-240737. Products: Assembly of Isuzu vehicles.

**INNOCENTI, NUOVA, S.p.A.,** v. Rubattino 37, Milan, Italy. Products: Automobiles.

**INTREPRINDEREA DE AUTOTURISME PITESTI,** Pitesti 0300, Colibasi, Jud. Arges., Romania. Products: Automobiles.

**INTREPRINDEREA MECANICA MUSCEL,** Cimpulung Muscel, Jud. Arges, Romania. Products: Aro model automobiles.

**IRAN VANET MANUFACTURING CO.,** P.O. Box 250, Kilometer 21, Old Karaj Rd., Teheran, Iran. Phone: 952717/965032. Telex: 212035 IVMC IR. Products: Mazda trucks.

**ISUZU MOTORS CO.,** 38 Puchaosming-Prairoad, Samrong-tai, Phrapradaeng, Samudprakarn, Thailand. Phone: 394-2451. Telex: Products: Isuzu truck bodies.

**ISUZU MOTORS LTD.,** 22-10, Minami-oi, 6 chome, Shinagawa-ku, Tokyo 140 Japan. Phone: 762-1111. Telex: 0266219 ISUZU T J. Products: Isuzu cars, trucks, buses.

**ITAL DESIGN SIRP S.p.A.,** Via A. Grandi, 11, Moncalieri, Italy 10024. Phone: (11) 64-70-333. Telex: 220642 ITADE. Products: Design, models, interior mock-ups, engineering and development, prototypes, dies design, methods, tooling, automations, feasibility studies for automotive companies and truck, bus and industrial vehicle manufacturers.

**JEEP de VENEZUELA, S.A.,** Avde Andres Bello Edif. Las Fundaciones, Caracas, Venezuela. Phone: (58) 2-573-8011. Telex: 24702 JEEPVVC. Products: Jeep vehicles.

**JOHN BRITTEN GARAGES LTD.,** Barnet Rd., Arkley, Barnet, Herts., Great Britain. Products: Arkley automobiles.

**KIA MOTORS CORP.,** 61 Yoido-dong, Yungdeungpo-ku, Seoul, South Korea. Phone: 783-1501-9. Telex: KIACO K27327 (SEOUL). Products: Mazda trucks.

**KOUGAR CARS LTD.,** Overlook, Budletts, Uckfield, Sussex, England TN22 2EA. Phone: 0825-2800. Products: Automobiles.

**LAFER S.A. INDUSTRIA E COMERCIO,** Rua Lavapes 6, 01519 Sao Paulo, Brazil. Products: Automobiles, replicars.

**LAMBORGHINI, NUOVA AUTOMOBILI FERRUCCIO S.p.A.,** v. Modena 1b, 40019 S. Agata Bolognese (Bologna), Italy. Products: Automobiles.

## U.S. CORPORATE PROFITS

(Dollars in billions)

| Year Quarter | | Profits Before Tax: Motor Vehicle & Equipment Manufacturers | Total Manufacturers | Total U.S. Profits | Motor Vehicle & Equipment % of: Total Manufacturer Profits | Total U.S. Profits |
|---|---|---|---|---|---|---|
| 1970 | | 1.2 | 26.6 | 68.9 | 4.5 | 1.7 |
| 1971 | | 5.0 | 34.1 | 82.0 | 14.7 | 6.1 |
| 1972 | | 5.9 | 40.7 | 94.0 | 14.4 | 6.3 |
| 1973 | | 5.8 | 46.2 | 107.1 | 12.5 | 5.4 |
| 1974 | | 0.7 | 39.8 | 99.4 | 0.2 | 0.1 |
| 1975 | | 2.0 | 53.6 | 123.9 | 3.7 | 1.6 |
| 1976 | | 7.2 | 70.9 | 155.3 | 10.0 | 4.7 |
| 1977 | | 9.4 | 80.6 | 183.8 | 11.6 | 5.1 |
| 1978 | | 8.9 | 88.7 | 208.2 | 10.0 | 4.3 |
| 1979 | | 4.7 | 87.5 | 214.1 | 5.3 | 2.2 |
| 1980 | | −2.5 | 77.1 | 194.0 | 0.0 | 0.0 |
| 1981 | | 0.1 | 88.5 | 202.3 | 0.0 | 0.0 |
| 1982 | | −0.8 | 58.0 | 159.2 | 1.4 | 0.5 |
| 1983 | | 6.7 | 71.3 | 195.0 | 9.4 | 3.4 |
| 1984 | | 10.0 | 88.5 | 232.3 | 11.3 | 4.3 |
| 1985 | I | −9.5 | 77.3 | 220.6 | 12.3 | 4.3 |
| | II | 7.8 | 73.4 | 220.9 | 10.6 | 3.5 |
| | III | 5.2 | 79.7 | 233.2 | 6.5 | 2.2 |
| | IV | N.A. | | | | |

SOURCE: U.S. Department of Commerce, Bureau of Economic Analysis; MVMA.

## U.S. AUTO MAKERS 1985-'84 FINANCIAL RESULTS (In millions)

| | 1985 Sales | Profit (Loss) | 1984 Sales | Profit (Loss) |
|---|---|---|---|---|
| American Motors | $ 4,040 | $ 125 | $ 4,215 | $15 |
| Chrysler Corp. | $ 21,256 | $1,635 | $ 19,573 | $2,380 |
| Ford Motor Co. | $ 52,774 | $2,515 | $ 52,366 | $2,907 |
| General Motors Corp. | $ 96,372 | $3,999 | $ 83,880 | $4,517 |
| Total | $174,442 | $8,274 | $160,034 | $9,819 |

## AUTO MAKERS' FINANCE COMPANIES 1985 FINANCIAL RESULTS

(Dollars in millions)

| | American Motors Financial Corp. | Chrysler Financial Corp. | Ford Motor Credit Corp. | General Motors Acceptance Corp. |
|---|---|---|---|---|
| 1985 Net Income | $6.9 | $154.3 | $440.5 | $1,021.0 |
| 1984 Net Income | $4.8 | $83.1 | $310.4 | $784.8 |
| Percentage Change from 1984 | 47% | 86% | 42% | 36% |
| 1985 Percentage of Retail Sales Financed | 22% | 33% | 39% | 41% |
| 1984 Percentage of Retail Sales Financed | 19% | 19% | 25% | 28% |

## FINANCIAL RESULTS FOR JAPAN'S AUTO MAKERS

| | Yen Sales (In Billions) | Dollar Sales (In Millions) | Percent Change | Net Income Yen (Billions) | Net Income Dollars (Millions) | Percent Change | Total Unit Sales | Percent Change | Overseas Unit Sales | Percent Change |
|---|---|---|---|---|---|---|---|---|---|---|
| TOYOTA—For fiscal year ended June 30, 1985 | 6,064.4 | $25,635 | +10.8% | 306.3 | $1,304 | +22.6% | 3,535,495[1] | + 4.8% | 1,901,786 | +11.2% |
| NISSAN—For fiscal year ended March 31, 1985 | 3,618.1 | 14,244 | + 4.6 | 74.3 | 293 | + 5.3 | 2,473,191[2] | − 1.8 | 1,375,075 | − 0.6 |
| HONDA—For fiscal year ended Feb. 29, 1985 | 2,652.2 | 10,222 | +11.7 | 128.5 | 495 | +34.5 | 1,252,000[3] | +11.6 | 865,000 | +20.5 |
| MAZDA—For 12 months ended Oct. 31, 1985 | 1,568.8 | 7,400 | + 9.6 | 31.2 | 147 | + 5.1 | 1,320,167[4] | + 1.2 | 572,613 | + 2.1 |
| MITSUBISHI—For fiscal year ended March 31, 1985 | 1,408.3 | 5,544 | +20.0 | 6.6 | 26 | +20.0 | 1,161,200[5] | +11.2 | 628,500 | +27.6 |
| ISUZU—For fiscal year ended Oct. 31, 1984 | 769.1 | 3,140 | +12.3 | (17.7) | (.072) | | 411,966[6] | + 9.2 | 261,984 | +35.0 |
| FUJI HEAVY INDUSTRIES[7]—For fiscal year ended March 31, 1985 | 672.1 | 2,688 | +11.5 | 14.9 | 60 | − 2.0 | 623,286[8] | − 0.8 | 246,000 | + 1.2 |

Notes: (1) Includes cars, trucks and buses, but excludes KD sets of 156,197 units, up 1.5 percent. Also excludes industrial vehicles and houses. (2) Includes all motor vehicles. Excludes KD sets. (3) Includes passenger cars only. Excludes power products and motorcycles. (4) Includes 170,182 KD sets. (5) Includes passenger cars, trucks and buses. (6) Includes cars, trucks and buses. Excludes 20,780 KD sets. (7) Parent company of Subaru of America. (8) Includes passenger cars only. Dollar figures translated at average exchange rate during particular fiscal period.

# MANUFACTURERS

**LANCIA**, v. Vincenzo Lancia 27, Turin, Italy. Products: Automobiles.

**LAWIL S.p.A.**, Costruzioni Meccaniche Automobilistiche, v. Maretti 29, Varzi (Pavia), Italy. Products: Automobiles.

**LEDL GmbH**, Automobilerzeugung, Kunststoffverarbeitung, Pottendorferstrabe 73-75, A-2523 Tattendorf, Austria. Phone: 0-22-53/81-401. Products: Automobiles, crash helmets, car styling products.

**LENHAM MOTOR CO.**, 47 West St., Harrietsham, Kent ME17 1HX, Great Britain. Products: Sports cars.

**LOGICAR AS**, Otto Werk Design, Bymarkasvej 4, Stevnstrop, DK 8870 Langaa, Denmark. Products: Automobiles, prototypes.

**LYNX ENGINEERING LTD.**, 8, Castleham Rd., Castleham Industrial Estate, St. Leonard-on-the-Sea, East Sussex, TN 38 9NR, Great Britain. Phone: (0) 424-51277. Products: Automobile prototypes, convertible prototypes, low-volume convertible conversions, low-volume performance cars.

**MARCOS SALES LTD.**, 153 West Wilts Trading Estate, Westbury, Wiltshire, Great Britain BA13 4JN. Phone: 0373-864097. Telex: 444883 SPEMAR G. Products: Automobiles.

**MASERATI, OFFICINE ALFIERI, S.p.A.**, v. Ciro Menotti 322, Modena, Italy. Products: GT and racing cars.

**MAZDA MOTOR CORP.**, 3-1, Shinchi, Fuchu-cho, Aki-gun, Hiroshima 730-91, Japan, P.O. Box 18. Phone: (082) 282-1111. Telex: 652333 MAZDA J. Products: Mazda cars, trucks.

**MAZDA MOTORS OF NEW ZEALAND LTD.**, P.O. Box 22-472 Otahuhu, Auckland, New Zealand. Phone: 579-019. Telex: N.Z. 21152. Products: Mazda cars, trucks.

**MERCEDES-BENZ ARGENTINA, S.A.**, Casilla Correo 3890, (1000) Correo Central, Buenos Aires, Argentina. Phone: (00541) 8 01 70 61/68. Products: Trucks, buses.

**MERCEDES-BENZ AUSTRALIA PTY LTD.**, P.O. Box 214, Mulgrave-Melbourne, Australia. Phone: (00613) 5 66 92 66. Telex: 31735 merstar aa. Products: Assembly of trucks and buses.

**MERCEDES-BENZ do BRASIL, S.A.**, Av. Alfred Jurzykowski, 562, Sao Bernardo do Campo/S.P. Brazil. Phone: (005511) 455 66 11. Telex: 114157 BENZBR. Products: Trucks, bus chassis.

**MERCEDES-BENZ OF SOUTH AFRICA (PTY) LTD.**, P.O. Box 1717 Pretoria 0001. Republic of South Africa. Phone: (002712) 214 2911. Telex: 321361 SA. Products: Assembly of cars, trucks, buses, chassis.

**MICHELOTTI, (Studio Tecnica Design Carrozzeria)**, strada dei Boschi 8, 10092 Beinasco, Turin, Italy. Products: Coaches for custom-made cars.

**MIDAS CARS LTD.**, St. Lukes Rd. Corby, Northants, NNI8 8 AJ. England. Phone: 0536-60044. Products: Automobiles.

**MITSUBISHI MOTORS CORP.**, 33-8, Shiba 5-chome, Minato-ku, Tokyo, Japan. Phone: (03) 456-1111. Telex: J26639 (BISHIJIKO). Products: Motor vehicles ranging from mini vehicles to large-size trucks and buses.

**MORGAN MOTOR CO. LTD.**, Pickersleigh Rd., Malvern Link, Worcs. WR14 2LL, Great Britain. Products: Automobiles, parts.

**MOTOR IBERICA S.A.**, Edifi'cio Barcinovaa, Gran Vi'a Carlos III, 140-142, Barcelona-34, Spain. Products: Nissan 4wd Patrol vehicle.

**MUGEN COMPANY LTD.**, 2-15-11 Hazaore machi, Asaka shi., Saitama ken. 351, Japan. Products: Coaches.

**NATIONAL AUTOMOBILE INDUSTRY CO. LTD.**, P.O. Box 5938, Jeddah, Saudi Arabia. Phone: (009662) 6 82 20 00. Telex: 400099 NAICAR S.J. Products: Assembly of trucks.

**NISSAN AUSTRALIA PTY. LTD.**, 250 Frankston Rd., Dandenong, Victoria, Australia. Products: Automobiles.

**NISSAN DIESEL MOTOR CO. LTD.**, Sunshine 60 Building, 3-1-1, Higashi Ikebukuro, Toshima-ku, Tokyo. Telex: NIDEKO J24111. Products: Heavy- and medium-duty diesel trucks, buses, industrial and marine diesel engines.

**NISSAN MEXICANA, S.V. de C.V.**, Piso del, Mexico 19 D.F., Mexico. Products: Nissan Sunny and Silvia pickup and trucks.

**NISSAN MOTOR CO. LTD.**, 17-1, Ginza 6-chome, Chuo-ku, Tokyo 104, Japan. Telex: NISMO J22503. Products: Nissan cars, trucks.

**NISSAN MOTOR del PERU S.A.**, Av. Tomas Valle No. 601, San Martin de Porres, P.O. Box 4265, Lima, Peru. Products: Manufacturer and distributor in Peru.

**NISSAN SHATAI CO. LTD.**, Hiratsuka, Kanagawa, Japan. Phone: 579-019. Telex: NZ 21152. Products: Passenger cars, trucks.

**NOVA SPORTS CARS LTD.**, Bridge Garage, Huddersfield Rd., Mirfield Yorks, Great Britain. Products: Automobiles.

**OB&D DESIGN ASSOCIATES LTD.**, 67 Woodside, Ashby de la Zouch, Leics, LE6 5NU, Great Britain. Products: Automobiles.

**OGLE DESIGN LTD.**, Birds Hill, Letch-

*Continued on page 74*

## U.S. INDUSTRIAL PRODUCTION INDEX AND CAPACITY USAGE OF MOTOR VEHICLE AND PARTS MANUFACTURERS

| | | Industrial Production Index* Total | | Motor Vehicle & Parts Manufacturer | | Capacity Utilization | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | Index | % Change from Last Period | Index | % Change from Last Period | All Manufacturing | % Change from Last Period | Motor Vehicles & Parts | % Change from Last Period |
| 1970 | | 78.5 | 3.3 | 56.3 | −19.5 | 79.2 | −8.6 | 68.8 | −24.0 |
| 1971 | | 79.6 | 1.4 | 70.6 | 25.4 | 77.4 | −2.2 | 82.2 | 16.3 |
| 1972 | | 87.3 | 9.7 | 77.1 | 9.2 | 82.8 | 7.0 | 86.0 | 4.6 |
| 1973 | | 94.4 | 8.1 | 89.8 | 16.5 | 87.0 | 5.1 | 94.5 | 9.9 |
| 1974 | | 93.0 | −1.5 | 77.5 | −13.7 | 82.6 | −5.1 | 78.4 | −17.0 |
| 1975 | | 86.3 | −8.8 | 65.7 | −15.2 | 72.3 | −12.4 | 64.5 | −17.7 |
| 1976 | | 92.4 | 9.2 | 86.5 | 31.8 | 77.4 | 7.1 | 81.1 | 25.7 |
| 1977 | | 100.0 | 8.0 | 100.0 | 15.6 | 81.4 | 5.2 | 89.1 | 9.9 |
| 1978 | | 106.9 | 6.5 | 104.6 | 4.6 | 84.2 | 3.4 | 89.0 | −0.1 |
| 1979 | | 111.0 | 3.9 | 95.9 | −8.3 | 84.6 | 0.5 | 78.2 | −12.1 |
| 1980 | | 112.2 | −1.7 | 71.1 | −25.8 | 79.3 | −6.3 | 57.8 | −26.0 |
| 1981 | | 115.2 | 2.2 | 71.6 | 0.7 | 78.3 | −1.3 | 59.0 | 2.1 |
| 1982 | | 109.5 | −7.1 | 66.8 | −6.7 | 70.3 | −10.6 | 54.3 | −8.0 |
| 1983 | | 114.7 | 5.9 | 85.5 | 28.4 | 74.0 | 5.3 | 68.9 | 27.0 |
| 1984 | | 127.8 | 11.5 | 105.6 | 23.1 | 80.8 | 9.2 | 82.5 | 19.7 |
| 1985 | I | 123.8 | 0.6 | 112.3 | 5.2 | 80.5 | −0.6 | 84.9 | 3.9 |
| | II | 124.2 | 0.3 | 110.6 | −1.9 | 80.3 | −0.2 | 83.1 | −2.1 |
| | III | 124.7 | 0.4 | 114.9 | 3.2 | 80.3 | −0.4 | 84.8 | 2.0 |
| | IV | 124.9 | 0.2 | 112.0 | −4.2 | 80.1 | −0.2 | N.A. | N.A. |

*Benchmarked to 1967; 1967 output equals 100.

SOURCE: Board of Governors of Federal Reserve System, Federal Reserve Bulletin; Unpublished data on computer printout (FRB); MVMA.

## GENERAL MOTORS WORLDWIDE FACTORY SALES

(Units in thousands)

| | CARS | | | TRUCKS & BUSES | | | TOTAL | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1985 | 1984 | 1983 | 1985 | 1984 | 1983 | 1985 | 1984 | 1983 |
| United States | 4,882 | 4,338 | 3,996 | 1,537 | 1,338 | 1,123 | 6,419 | 5,676 | 5,119 |
| Canada | 562 | 549 | 539 | 280 | 277 | 263 | 842 | 826 | 802 |
| Overseas† | 1,762 | 1,485 | 1,606 | 282 | 269 | 242 | 2,044 | 1,754 | 1,848 |
| TOTAL | 7,206 | 6,372 | 6,141 | 2,099 | 1,884 | 1,628 | 9,305 | 8,256 | 7,769 |

† Includes units which are manufactured overseas by other companies and which are imported and sold by GM and affiliates.

**Percentage of Net Income (Loss) Attributable to:**

| | 1985 | 1984 | 1983 |
|---|---|---|---|
| United States | 91% | 86% | 93% |
| Canada | 12 | 17 | 16 |
| Overseas | ( 3 ) | ( 3 ) | ( 9 ) |
| TOTAL | 100% | 100% | 100% |
| Automotive | 94% | 100% | 102% |
| Nonautomotive | 6 | — | ( 2 ) |
| TOTAL | 100% | 100% | 100% |

**Percentage of Worldwide Dollar Sales and Revenues Attributable to:**

| | 1985 | 1984 | 1983 |
|---|---|---|---|
| United States | 77% | 76% | 74% |
| Canada | 12 | 13 | 13 |
| Overseas | 11 | 11 | 13 |
| TOTAL | 100% | 100% | 100% |
| Automotive | 96% | 96% | 96% |
| Nonautomotive | 4 | 4 | 4 |
| TOTAL | 100% | 100% | 100% |

## FORD MOTOR FACTORY SALES

| U.S. and Canadian Cars and Trucks* | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 |
|---|---|---|---|---|---|---|---|
| **Cars** | | | | | | | |
| United States | 1,940,662 | 2,047,671 | 1,671,837 | 1,270,519 | 1,385,174 | 1,397,431 | 2,044,461 |
| Canada | 194,540 | 167,295 | 143,425 | 118,721 | 148,515 | 162,576 | 236,437 |
| Total cars | 2,135,202 | 2,214,966 | 1,815,262 | 1,389,240 | 1,533,689 | 1,560,007 | 2,280,898 |
| **Trucks**** | | | | | | | |
| United States | 1,260,123 | 1,238,928 | 993,874 | 803,484 | 716,648 | 753,195 | 1,183,016 |
| Canada | 119,583 | 94,552 | 89,409 | 70,120 | 104,136 | 109,006 | 160,160 |
| Total trucks | 1,379,706 | 1,333,480 | 1,083,283 | 873,604 | 820,784 | 862,201 | 1,343,176 |
| Total cars and trucks | 3,514,908 | 3,548,446 | 2,878,545 | 2,262,844 | 2,354,473 | 2,422,208 | 3,624,074 |
| **Cars and Trucks Outside the United States and Canada**** | | | | | | | |
| Germany | 789,883 | 789,855 | 833,119 | 797,850 | 737,383 | 657,258 | 880,325 |
| Britain | 422,003 | 371,598 | 414,018 | 423,073 | 418,629 | 468,472 | 555,496 |
| Spain | 265,783 | 269,021 | 228,150 | 229,839 | 254,006 | 286,522 | 252,917 |
| Brazil | 185,241 | 169,009 | 165,328 | 145,110 | 125,346 | 165,703 | 169,631 |
| Australia | 177,108 | 156,304 | 138,394 | 141,990 | 127,181 | 93,490 | 115,148 |
| Argentina | 33,281 | 49,881 | 56,586 | 52,764 | 78,671 | 106,463 | 89,669 |
| Mexico | 70,238 | 50,560 | 47,670 | 90,478 | 107,312 | 84,668 | 74,703 |
| Other countries | 112,055 | 180,087 | 172,419 | 123,639 | 110,187 | 63,666 | 48,341 |
| Total outside United States and Canada | 2,035,502 | 2,038,205 | 2,055,686 | 2,004,743 | 1,958,715 | 1,906,242 | 2,186,230 |
| Total worldwide—cars and trucks | 5,634,348 | 5,587,102 | 5,001,549 | 4,340,750 | 4,402,462 | 4,428,151 | 5,943,932 |

*Factory sales are by source of manufacture, except that Canadian exports to the United States are included as U.S. vehicle sales and U.S. exports to Canada are included as Canadian vehicle sales.

**Includes units manufactured by other companies and sold by Ford.

## NEW PLANT AND EQUIPMENT EXPENDITURES BY MOTOR VEHICLE AND PARTS MANUFACTURERS

| | | Expenditures (Billions) | | | Motor Vehicle and Equip. Mfg. Percent of | |
|---|---|---|---|---|---|---|
| | | Total U.S. | Total Manufacturing | Motor Vehicle & Equip. Manuf. | Manufacturing | Total U.S. |
| 1975 | | 142.42 | 53.66 | 3.33 | 6.2 | 2.3 |
| 1976 | | 158.44 | 58.53 | 3.60 | 6.2 | 2.3 |
| 1977 | | 184.82 | 67.48 | 5.82 | 8.6 | 3.1 |
| 1978 | | 217.76 | 76.58 | 7.19 | 9.1 | 3.3 |
| 1979 | | 254.96 | 95.92 | 8.34 | 8.7 | 3.3 |
| 1980 | | 282.80 | 112.33 | 9.02 | 8.0 | 3.2 |
| 1981 | | 315.22 | 126.54 | 9.83 | 7.8 | 3.1 |
| 1982 | | 310.56 | 120.66 | 7.77 | 6.4 | 2.5 |
| 1983 | | 304.78 | 116.20 | 7.29 | 6.3 | 2.4 |
| 1984 | | 353.54 | 138.38 | 11.11 | 8.0 | 3.1 |
| 1985* | | 384.22 | 152.42 | 14.01 | 9.2 | 3.7 |
| 1986* | I | 402.13 | 154.74 | 15.52 | 10.0 | 3.9 |
| | II | 405.99 | 159.16 | 15.18 | 9.5 | 3.7 |

*PROJECTIONS: U.S. Dept. of Commerce, Bureau of Economic Analysis; MVMA.

## U.S. EMPLOYMENT IN MOTOR VEHICLE & EQUIPMENT MANUFACTURING INDUSTRY

| | Total (000) | Autos (000) | Trucks (000) | Parts (000) | Total as % of Manufacturing | Total as % of Non Agricultural |
|---|---|---|---|---|---|---|
| 1970 | 799.0 | 382.1 | 66.0 | 351.3 | 4.1 | 1.1 |
| 1971 | 848.5 | 420.2 | 67.7 | 361.1 | 4.6 | 1.2 |
| 1972 | 874.8 | 415.2 | 76.6 | 383.0 | 4.6 | 1.2 |
| 1973 | 976.5 | 461.6 | 85.0 | 429.9 | 4.8 | 1.3 |
| 1974 | 907.7 | 416.2 | 88.9 | 402.7 | 4.5 | 1.2 |
| 1975 | 792.4 | 375.3 | 64.7 | 352.5 | 4.3 | 1.0 |
| 1976 | 881.0 | 415.9 | 66.0 | 399.0 | 4.6 | 1.1 |
| 1977 | 947.3 | 443.0 | 72.6 | 426.5 | 4.8 | 1.1 |
| 1978 | 1,004.9 | 469.8 | 77.6 | 451.9 | 4.9 | 1.2 |
| 1979 | 990.4 | 463.0 | 80.8 | 441.1 | 4.7 | 1.1 |
| 1980 | 788.8 | 368.1 | 66.8 | 349.5 | 3.9 | 0.9 |
| 1981 | 788.7 | 358.7 | 61.5 | 363.3 | 3.9 | 0.9 |
| 1982 | 699.3 | 317.5 | 51.6 | 323.3 | 3.7 | 0.8 |
| 1983 | 757.8 | 349.1 | 55.1 | 339.5 | 4.1 | 0.8 |
| 1984 | 867.2 | 390.9 | 67.3 | 387.3 | 4.4 | 0.9 |
| 1985 | 872.6 | 403.1 | 67.7 | 388.8 | 4.5 | 0.9 |

Definitions: Autos — motor vehicles and car bodies (SIC 3711); Trucks — truck and bus bodies (SIC 3713) and truck trailers and motor homes (SIC 3715,6); Parts — motor vehicle parts and accessories (SIC 3714).

SOURCE: U.S Dept. of Labor, Bureau of Labor Statistics; MVMA.

## U.S. VEHICLE AND PARTS PERCENT OF TOTAL MERCHANDISE TRADE OF GNP

| | | Exports | | | Imports | | | |
|---|---|---|---|---|---|---|---|---|
| Year Quarter | | Billions of Dollars | %U.S. Total Merchandise Exports | %U.S. Gross National Product | Billions of Dollars | %U.S. Total Merchandise Imports | %U.S. Gross National Product | Motor Vehicle & Parts Trade Deficit (Billions) |
| 1970 | | 4.1 | 9.5 | 0.41 | 5.9 | 14.7 | 0.59 | 1.8 |
| 1971 | | 5.0 | 11.3 | 0.46 | 7.9 | 17.1 | 0.73 | 2.9 |
| 1972 | | 6.0 | 12.0 | 0.51 | 9.6 | 17.0 | 0.80 | 3.6 |
| 1973 | | 7.3 | 10.2 | 0.55 | 11.3 | 16.0 | 0.85 | 4.0 |
| 1974 | | 9.3 | 9.4 | 0.65 | 12.4 | 12.0 | 0.86 | 3.1 |
| 1975 | | 11.2 | 10.4 | 0.72 | 12.1 | 12.3 | 0.78 | 0.9 |
| 1976 | | 12.6 | 10.9 | 0.73 | 16.8 | 13.6 | 0.98 | 4.2 |
| 1977 | | 13.7 | 11.3 | 0.71 | 19.4 | 12.9 | 1.01 | 5.7 |
| 1978 | | 16.2 | 11.3 | 0.75 | 25.1 | 14.4 | 1.16 | 8.9 |
| 1979 | | 18.8 | 10.3 | 0.78 | 26.5 | 12.6 | 1.10 | 7.7 |
| 1980 | | 17.9 | 8.1 | 0.67 | 28.0 | 11.4 | 1.04 | 10.4 |
| 1981 | | 20.4 | 8.6 | 0.68 | 30.8 | 11.8 | 1.04 | 10.4 |
| 1982 | | 17.5 | 8.2 | 0.57 | 34.3 | 14.1 | 1.12 | 16.8 |
| 1983 | | 19.3 | 9.6 | 0.58 | 42.0 | 16.3 | 1.27 | 22.7 |
| 1984 | | 24.0 | 11.0 | 0.66 | 55.1 | 16.9 | 1.50 | 31.1 |
| 1985 | I | 7.3 | 13.0 | 0.77 | 15.5 | 19.9 | 1.99 | 8.2 |
| | II | 7.3 | 13.9 | 0.76 | 15.6 | 19.1 | 2.0 | 18.3 |
| | III | 6.0 | 11.5 | 0.60 | 16.6 | 19.6 | 2.10 | 10.6 |

SOURCE: Statistics Canada and U.S. Department of Commerce, Bureau of Industrial Economics and Bureau of the Census; MVMA.

# MANUFACTURERS

*Continued from page 73*

worth, Herts, SG6 1JA, England. Phone: 0462-682661. Telex: 0462-67814. Products: Automobile design and development; prototypes and models.

**OLTCIT,** Oltcit S.A., Craxiova, Romania. Products: Automobiles including Citroen.

**OTOBUES ve MOTORLU ARACLAR SANAYII A.S.,** Burmali Gesmo Sokak Askeri, Firin Yolu No. 2, Davutpasa, Istanbul, Turkey. Phone: (00901) 576 05 55. Telex: 22374. Products: Buses, trucks.

**OTOSAN A.S.,** P.K. 102, Kadikoy, Istanbul, Turkey. Products: Automobiles with fiberglass bodies and Ford engines.

**PANTHER CAR CO. LTD.,** Brooklands Industrial park, Byfleet, Surrey, Great Britain. Products: Panther sports car. Telex: 8955729.

**PAYKAN,** Iran National Mfg. Co., Service Dept., P.O. Box 2118 Teheran, Iran. Products: Automobiles.

**PEUGEOT AUTOMOBILES NIGERIA,** Turaki Ali House 3, Kanta Rd., Kaduna, Nigeria. Products: Automobiles.

**PEUGEOT S.A.,** 75 Av. de la Grande Armee, Paris 75116, France. Products: Peugeot, Talbot, Citroen automobiles.

**PGE-PROGETTI GESTIONI ECOLOGICHE,** via Rosellini 1, 20124 Milan, Italy. Products: Electric cars.

**PININFARINA** (see Industrie Pininfarina).

**PORSCHE AG,** Porschestr. 42, 7 Stuttgart-Zuffenhausen, West Germany. Phone: (011) 49-711-8203-317. Telex: 721871. Products: Porsche automobiles.

**PREMIER AUTOMOBILES LTD., THE,** 92/93, Maker Towers F 9th floor, Cuffe Parade, Colaba, Bombay, 400005, India. Products: Automobiles.

**P.S.A. PEUGEOT-CITROEN,** 75 Av. de la Grande Armee, Paris, France. Phone: 011 33 1 502 1133.

**P.T. GERMAN MOTOR MANUFACTURING,** P.O. Box 3769, Jakarta 10001, Indonesia. Phone: (0062219) 82 156. Telex: 48248 ptgmm jkt. Products: Cars, trucks, buses, bus chassis.

**PUMA INDUSTRIA DE VEICULOS S.A.,** Av. Presidente Wilson 4385, C.P. 42649, Sao Paulo, Brazil. Products: Automobiles, race cars.

**QINGLING MOTORS CO. LTD.,** Sichuangprof, Zhongging-c, People's Republic of China. Products: Assembly of Isuzu commercial vehicles.

**QT-ENGENHARIA E EQUIPAMENTOS LTDA.,** Rua das Orquideas 451, S. Bern. Campo, San Paulo 09700. Phone: 448-2433/DDD 011. Products: Off-road transmission and suspension components for trucks and pickups; 4x4 Jeeps; commercial and military research vehicles and engineering.

**RELIANT MOTOR P.l.c.,** Two Gates, Tamworth, Staffs, Great Britain. Products: Automobiles, race cars.

**RENAULT (REGIE NATIONALE des USINES RENAULT),** 34, quai du Point-du-Jour, 92109 Boulogne-Billancourt, France. Phone: 609.15.30. Telex: RENO 204000 F. Products: Renault automobiles.

**RENAULT VAMS. O. COL INDUSTRIAL VALLEJO,** Delegacion, Atzcapotzalco, Poniente 150-Numero 837, 02300 Mexico D.F. Mexico. Phone: (011) 587-1500. Telex: 001771182VAMMEX.

**RENAULT VEHICULES INDUSTRIELS (RVI),** 129, rue Servient, 69003 Lyon, France. Products: Commercial vehicles, military equipment.

**ROLLS-ROYCE MOTORS LTD.,** Crewe, Ches CWI 3 PL., Great Britain. Products: Rolls-Royce, Bentley automobiles.

**RUSKA AUTOMOBILES B.V.,** 115-127 Lauriergracht, 101b RK Amsterdam, Holland. Products: Automobiles.

**SAAB-SCANIA AB,** S-581 88 Linkoping, Sweden. Phone: 46 13 18 00 00. Products: Automobiles, trucks.

**SBARRO-ATELIERS DE CONSTRUCTIONS AUTOMOBILES,** ACA Atelier, 1411 Les Tuileries-de-Grandson, Switzerland. Products: Automobiles, coaches.

**SCARLATTI CARS,** 21 Koper St., Farramere, Benoni 1500, South Africa. Products: Coaches.

**SEAT (SOCIEDAD ESPANOLA DE AUTOMOVILES DE TURISMO S.A.),** P. Castellana 278, Madrid, 16, Spain. Products: Automobiles.

**SEMAL (SOCIEDADE ELECTRO MECANICA DE AUTOMOVEIS Ltda.),** Rua Nova de S. Mamede, 7-2, DT, 1296 Lisbon, Portugal. Products: Portaro automobiles.

**SEVEL ARGENTINA S.A.,** Humberto, Villa Bosch, BS Aires, Argentina, South America, 1682. Phone: 751-8031/9. Telex: 26012. Products: Peugeot and Fiat pickups, Chevrolet C-10.

**SHANGHAI AUTOMOBILE WORKS,** Luo Pu Rd., An Ting Town, Jiading County, Shanghai, People's Republic of China. Products: Automobiles.

**SIND ENGINEERING LTD.,** P.O. Box 5262, W. Wharf Karachi, Pakistan. Phone: 202721-25. Telex: 23164 SEL PK. Products: Mazda trucks.

**SINPAR (SOCIETE INDUSTRIELLE de PRODUCTIONS et d'ADAPTATIONS RHODANIENNES),** 5, rue d'Arsonval - Z.L., 69680 Chassieu. Phone: 890 38 88. Telex: 300 649. Products: Transformation of standard vehicles (passenger cars, commercial vehicles) into all-wheel-drive vehicles.

**SIPANI AUTOMOBILES LTD.,** 25/26 Industrial Suburb, Second Stage, Tumkur Rd., P.O.B. 2224, Banglore, 560022, India. Products: Automobiles.

**SKODA-AUTOMOBILOVE ZAVODY NARODNI PODNIK,** Trida Rude armady, mlada Boleslav, Czechoslovakia. Products: Automobiles.

**SOCIEDADE COMMERCIAL TASSO de SOUSA, LDA.,** Rua de Sa da Bandeira, 557, Oporto, Portugal. Phone: (02) 25867. Telex: 25336 MAZDA P. Products: Mazda cars, trucks.

**SOCIETE des AUTOMOBILES ALPINE RENAULT,** Avenue de Breaute, B.P. 37, 76201 Dieppe Cedex. Phone: (35) 84.37.21/84.81.23. Telex: Alpirno 180993 F. Products: Sports and grand touring cars; fiberglass-plastic car bodies.

**STUMULA-BUGATTI AUTOMOBILE,** Cehmin de Sacuny, Brignais, France. Phone: 78 05 32 85. Products: Replicars, Bugatti 55.

**SUZUKI MOTOR CO. LTD.,** 300, Takatsuka, Hamamatsu, Shizuoka-ken, Japan. Telex: 4225-571 SUZUKI J. Products: Passenger cars, vans.

**SWARAJ MAZDA LTD.,** Phase IV, S.A.S. Nagar (near Chandigarh), Dist. Rogar-160 055 (S.C.O. No. 156-160, sector 8-C, Madhya Marg, Chandigarh-160 008), India. Phone: 26402/20586. Telex: 0395-222. Products: Mazda vehicles.

**TALBOT et Cie.,** 46 Av. de la Grande Armee, Paris 75016, France. Products: Automobiles.

**TALBOT MOTOR CO. LTD.,** International House P.O.B. 712, Bickenhill Land, Birmingham, Great Britain. Controlling interest held by PSA Peugeot. Products: Automobiles.

**TATRA NARODNI PODNIK,** Tatra Koprivnice okres Novy Jioin, Czechoslovakia. Products: Automobiles, racing cars.

**TEILHOL VOITURE ELECTRIQUE,** Zone Industrielle La Masse, 63600 Ambert, France. Products: Electric cars.

**TEREX EQUIPMENT LTD.,** Newhouse Industrial Estate, Motherwell, Lanarkshire, ML1 5RY, Scotland. Phone: 44-698-732121. Products: Heavy earthmoving equipment.

**THOMPSON MFG. CO.,** (Wexford) Ltd., Castlebridge, Wexford, Ireland. Phone: (053) 23327/22372. Products: TMC Costin sports cars.

**TIMMIS MOTOR CO. LTD.,** 4351 Blenkinsop Rd., Victoria B.C., V8X 2C3, Canada. Products: Automobiles.

**TOYOTA MOTOR CO., LTD.** 1, Toyota-cho, Toyota City, Aichi-ken 471, Japan. Phone: (0565) 28-2121. Telex: 4528371 TOYOTAJ. Products: Cars, trucks.

**TVR ENGINEERING LTD.,** Bristol Ave., Blackpool, England. Phone: (0253) 56151. Telex: 67519. Products: Exclusive hand-made British sports cars.

**UAZ-ULIANOVSKY AVTOMOBILNY ZAVOD,** Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

**VAUXHALL MOTORS LTD.,** P.O. Box 3, Kimpton Road, Luton LU2 OSY, England. Phone: 44-582-21122. Products: Manufacture of passenger cars; assembly of imported vehicles.

**VAZ-VOLZHSKY AVTOMOBILNY ZAVOD,** Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Lada automobiles.

**VEB AUTOMOBILWERK EISENACH,** Rennbahn 8, 59 Eisenach, German Democratic Republic. Products: Wartburg automobiles.

**VEB SACHSENRING AUTOMOBILWERKE ZWICKAU,** W. Rathenau Strasse, 95 Zwickau, German Democratic Republic. Products: Trabant automobiles.

**VESSA, Societe d'Electricite Romande,** Rue du Lac 18, 1815 Clarens, Switzerland.

**VOLKSWAGEN ARGENTINA S.A.,** Florencio Varela 1903, San Justo, Provincia Buenos Aires, Argentina. Products: Automobiles.

**VOLKSWAGEN do BRASIL S.A.,** v. Anchieta km 23.5, Sao Bernardo do Campo, Sao Paulo, CEP 09700, Brazil.

**VOLKSWAGEN OF NIGERIA LTD.,** km 17, Badagry Highway, Lagos, Nigeria. Products: Automobiles.

**VOLKSWAGENWERK AG,** D-3180 Wolfsburg, West Germany. Products: Automobiles.

**VOLVO CAR B.V.,** Steenovenweg 1, Helmond, The Netherlands. Products: Volvo automobiles.

**VOLVO CORP.,** S-405 08 Gothenburg, Sweden. Phone: 031/59 00 00. Telex: 2370 Volvo S. Products: Volvo automobiles, buses, trucks.

**XAVER JEHLE INDUSTRIE,** Im Alten Riet 32, 9494 Schaan, FL 9494. Phone: 075/25935. Telex: 77856. Products: Vehicles and engines.

**YUE LOONG MOTOR CO. LTD.,** 150 Nanking East Rd., Sec 2, 10th FL., Taipei, 10409, Taiwan, Republic of China. Phone: 521-5353-18. Telex: 21630 TYLCO. Products: Automobiles, light trucks.

**ZAGATO CAR s.r.l.,** Arese, 20017 Terrazzano di Rho, Milan, Italy. Products: car bodies.

**ZAZ-ZAPOROZHSKY AVTOMOBILNY ZAVOD,** Avtoexport, Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles.

**ZCZ (ZAVODI CRVENA ZASTAVA),** Spanskih boraca 4, 34000 Kragujevac, Yugoslavia. Products: Automobiles.

**ZIL, Avtoexport,** Ul. Volkhonka 14, Moscow 119902, U.S.S.R. Products: Automobiles. ■

## GENERAL MOTORS CORP.

### Financial Highlights

| | 1985 | 1984 |
|---|---|---|
| **Sales and Revenues** (in millions except per share and hourly amounts) | | |
| United States operations: | | |
| Automotive products | $84,377.0 | $73,053.1 |
| Nonautomotive products | 2,266.6 | 2,107.6 |
| Defense | 1,575.5 | 1,322.7 |
| Computer systems services (since Oct. 18, 1984) | 879.4 | 148.7 |
| Total United States operations | 89,098.5 | 76,632.1 |
| Canadian operations | 13,778.3 | 12,581.6 |
| Overseas operations | 12,461.0 | 11,345.5 |
| Elimination of interarea sales and revenues | 96,371.7 | 83,889.9 |
| Worldwide factory sales of cars and trucks (units in thousands) | 9,305 | 8,256 |
| **Net income** | 3,999.0 | 4,516.5 |

## FORD MOTOR CO.

### Financial Highlights

| | 1985 | 1984 |
|---|---|---|
| **Dollar Sales** (in millions) | | |
| Automotive | $48,879 | $48,513 |
| All other | 3,895 | 3,853 |
| Total | $52,774 | $52,366 |
| **Net Income** (in millions) | $2,515 | $2,907 |
| A share | $13.63 | $15.79 |
| A share assuming full dilution | $13.22 | $14.92 |
| Cash dividends a share | $2.40 | $2.00 |
| **After-tax return on sales** | 4.8 | 5.65 |
| **Taxes** (in millions) | | |
| Provision for income taxes | $1,103 | $1,329 |
| Other taxes (including social security and unemployment compensation | 1,348 | 1,253 |
| Total taxes | $2,451 | $2,582 |
| A share | $13.28 | $14.03 |
| **Investment** | | |
| Capital expenditures (in millions) | $3,737 | $3,515 |
| Cash and marketable securities at Dec. 31 (in millions) | $5,904 | $5,943 |
| Working capital at Dec. 31 (in millions) | $1,237 | $1,363 |
| Stockholders equity at Dec. 31 (in millions) | $12,269 | $9,838 |
| Stockholders equity a share at Dec. 31 | $65.92 | $52.86 |

## CHRYSLER CORP.

### Financial Highlights

| | 1985 | 1984 |
|---|---|---|
| **Unit Sales of Cars and Trucks:** | | |
| In the United States and Canada | 2,081,073 | 1,966,027 |
| Outside the United States and Canada | 76,300 | 68,321 |
| TOTAL WORLDWIDE | 2,157,373 | 2,034,348 |
| **Net Sales** (In millions of dollars) | $ 21,255.5 | $ 19,572.7 |
| **Earnings from continuing operations** (In millions of dollars) | $ 1,635.2 | $ 1,496.1 |
| **Per share data-primary** *(In dollars): | | |
| Earnings from continuing operations | $ 9.38 | $ 7.83 |
| Net earnings | $ 9.38 | $ 12.59 |
| **At Dec. 31** (In millions of dollars): | | |
| Net current assets | $584.3 | ( 135.8) |
| Property, plant, equipment and tools less accumulated depreciation | $ 4,639.6 | $ 3,713.2 |
| Total assets | $ 12,605.3 | $ 9,062.7 |
| **Payroll and Employment Data** | | |
| **Worldwide Operations:** | | |
| Average number of employes | 107,850 | 100,435 |
| Total payroll (In millions) | $ 3,843.3 | $ 3,386.2 |
| **U.S. Operations:** | | |
| Average number of employes | 84,804 | 80,233 |
| Total payroll (In millions) | $ 3,464.8 | $ 2,998.3 |
| Average total hourly labor costs per hour worked—including employe benefits | $ 24.50 | $ 21.67 |
| Average weekly hours worked—hourly employes | 40.2 | 42.2 |
| Average number of hourly employes | 60,231 | 57,993 |
| Number of retired employes receiving benefits under the company's pension plans | 66,275 | 65,675 |

*Restated to reflect the Feb. 20, 1986 stock split.

## AMERICAN MOTORS CORP.

### (Dollars in millions)

| | 1985 | Change | 1984 |
|---|---|---|---|
| Sales | $ 4,039.9 | (4.16%) | $ 4,215.2 |
| Earnings (Loss) From Continuing Operations Before Taxes on Income | $ (125.3) | — | $ 15.5 |
| Net Earnings (Loss) | $ (125.3) | — | $ 15.5 |
| Worldwide Wholesale Units Sales | | | |
| Automobiles | 151,481 | (39.15%) | 248,955 |
| Jeep Vehicles | 240,288 | 24.23% | 193,428 |
| Total | $391,769 | (11.44%) | $442,383 |
| General Expenses | | | |
| Selling, advertising and administrative | $ 388.5 | 8% | $ 360.1 |
| Amortizaton of tools and depreciation of facilities | 136.9 | 20% | 114.0 |
| Pension | 56.8 | 13% | 65.4 |
| Interest | 90.9 | 3% | 94.0 |

## AMERICAN MOTORS

### Wholesale Unit Sales

| | 1985 | 1984 |
|---|---|---|
| U.S. AND CANADA | | |
| Automobiles | 136,989 | 237,309 |
| Jeep Vehicles | 217,806 | 171,036 |
| TOTAL | 354,795 | 408,345 |
| INTERNATIONAL | | |
| Automobiles | 14,492 | 11,646 |
| Jeep Vehicles | 22,482 | 22,392 |
| TOTAL | 36,974 | 34,038 |
| TOTAL | 391,769 | 442,383 |

# DEALERS

Dealer totals declined for the domestic makers last year and increased significantly (with an asterisk) for the imports. The net result was a gain of 380 retail new-car outlets.

On Jan. 1 of this year, there were 25,104 new-car dealerships in the U.S., compared with 24,724 at the beginning of 1985. The 1986 total consisted of 20,673 establishments that handle domestic cars and 4,431 that stock only imports.

There are 17,966 places to buy an imported car, but 13,535 of them also handle domestic makes and are counted in the aforementioned 20,673.

Stated another way, there are 7,138 dealerships handling only domestic autos, 4,431 handling only imports and 13,535 handling both domestics and imports.

If that isn't enough numbers, 65.5 percent of the domestic outlets also carry imported cars — either a captive or an independent line.

As noted, the annual *Automotive News* census found 20,673 dealerships handling domestic makes of cars on Jan. 1, 1986. That was down 229 from the 20,902 counted a year earlier.

The decline followed increases of 42 in 1983 and 61 in 1984. Those were the only gains since 1955.

Four of the five manufacturers in the domestic category suffered declines last year. Chrysler Corp., up 15, was the sole exception.

There were dips of 135 outlets for General Motors, 47 for Ford Motor Co., 44 for American Motors-Renault and 22 for Volkswagen. The combined loss of 233 was reduced to 229 by a change in the number of intercorporate duals.

The import-outlet population exploded to an all-time high of 17,966 on Jan. 1, up from 12,427 a year earlier. But, as mentioned, there's an asterisk: The bulk of the gain came from the Chevrolet and Lincoln-Mercury captives.

All 5,050 Chevrolet dealers now handle the Japanese-built Suzuki Sprint and Isuzu Spectrum. Only 2,077 had those captives at the beginning of 1985. And 783 L-M outlets are stocking the German Merkur vs. none a year earlier.

But there were substantial gains in the noncaptive categories, too. An additional 609 dealerships are handling only imports, and there was an increase of 1,159 in the number of domestic outlets that stock an independent foreign make. ■

## U.S.-CAR OUTLETS

### 1947 to 1986

| Date | No. of Retail Outlets | Pct. Gain or Loss from Previous Year |
|---|---|---|
| Jan. 1, 1947 | 45,580 | |
| Jan. 1, 1948 | 46,092 | +1.12 |
| Jan. 1, 1949 | 49,173 | +6.66 |
| Jan. 1, 1950 | 46,821 | −4.78 |
| Jan. 1, 1951 | 47,543 | +1.54 |
| Jan. 1, 1952 | 46,014 | −3.22 |
| Jan. 1, 1953 | 45,191 | −1.79 |
| Jan. 1, 1954 | 41,910 | −7.26 |
| Jan. 1, 1955 | 40,374 | −3.66 |
| Jan. 1, 1956 | 41,018 | +1.60 |
| Jan. 1, 1957 | 37,982 | −7.40 |
| Jan. 1, 1958 | 37,188 | −2.09 |
| Jan. 1, 1959 | 35,077 | −5.68 |
| Jan. 1, 1960 | 33,658 | −4.05 |
| Jan. 1, 1961 | 32,482 | −3.49 |
| Jan. 1, 1962 | 31,331 | −3.54 |
| Jan. 1, 1963 | 30,853 | −1.53 |
| Jan. 1, 1964 | 30,827 | −0.08 |
| Jan. 1, 1965 | 30,691 | −0.44 |
| Jan. 1, 1966 | 30,278 | −1.35 |
| Jan. 1, 1967 | 28,422 | −6.14 |
| Jan. 1, 1968 | 27,784 | −2.24 |
| Jan. 1, 1969 | 27,486 | −1.07 |
| Jan. 1, 1970 | 27,071 | −1.51 |
| Jan. 1, 1971 | 26,126 | −3.49 |
| Jan. 1, 1972 | 25,621 | −1.93 |
| Jan. 1, 1973 | 25,441 | −0.70 |
| Jan. 1, 1974 | 25,349 | −0.36 |
| Jan. 1, 1975 | 24,980 | −1.46 |
| Jan. 1, 1976 | 24,453 | −2.11 |
| Jan. 1, 1977 | 24,268 | −0.76 |
| Jan. 1, 1978 | 24,147 | −0.50 |
| Jan. 1, 1979 | 24,051 | −0.40 |
| Jan. 1, 1980 | 23,379 | −2.79 |
| Jan. 1, 1981 | 21,772 | −6.87 |
| Jan. 1, 1982* | 21,680 | −0.41 |
| Jan. 1, 1983** | 20,799 | −4.06 |
| Jan. 1, 1984 | 20,841 | +0.20 |
| Jan. 1, 1985 | 20,902 | +0.29 |
| Jan. 1, 1986 | 20,673 | −1.10 |

*Jan. 1, 1982 and subsequent totals include Volkswagen

**Jan. 1, 1983 and subsequent totals include Renault

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## IMPORTED-CAR RETAIL OUTLETS

| | Jan. 1, 1986 | | Jan. 1, 1985 | |
|---|---|---|---|---|
| Imported cars only: | | | | |
| Exclusives | 2,974 | | 2,833 | |
| Duals | 1,457 | | 989 | |
| | | 4,431 | | 3,822 |
| Import-domestic duals: | | | | |
| Domestics with captive imports | 9,836 | | 6,065 | |
| Domestics with other imports | 3,699 | | 2,540 | |
| | | 13,535 | | 8,605 |
| Total imported-car dealers | | 17,966 | | 12,427 |

Notes: Renault and Volkswagen are counted as domestics. Captive imports are Chevrolet Sprint and Spectrum; Dodge Colt, Conquest and Vista; Plymouth Colt, Conquest and Vista; Merkur.

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## IMPORT FRANCHISES

| | Jan. 1, 1986 | Jan. 1, 1985 |
|---|---|---|
| JAPAN | 15,951 | 12,863 |
| Chevrolet | 5,050 | 2,077 |
| Plymouth Captives | 3,009 | 2,980 |
| Dodge Captives | 2,927 | 2,893 |
| Toyota | 1,079 | 1,091 |
| Nissan | 1,101 | 1,106 |
| Honda | 879 | 850 |
| Subaru | 808 | 810 |
| Mazda | 767 | 760 |
| Isuzu | 242 | 215 |
| Mitsubishi | 89 | 61 |
| WEST GERMANY | 2,362 | 1,572 |
| Merkur | 783 | 0 |
| Mercedes-Benz | 421 | 417 |
| BMW | 433 | 419 |
| Audi | 408 | 408 |
| Porsche | 317 | 328 |
| SWEDEN | 752 | 738 |
| Volvo | 407 | 404 |
| Saab | 345 | 334 |
| ITALY | 365 | 382 |
| Bertone/Pininfarina | 125 | 141 |
| Alfa Romeo | 144 | 121 |
| Ferrari | 42 | 61 |
| Maserati | 44 | 48 |
| Lamborghini | 10 | 11 |
| FRANCE | 286 | 302 |
| Peugeot | 286 | 302 |
| UNITED KINGDOM | 327 | 319 |
| Jaguar | 167 | 172 |
| Rolls-Royce | 59 | 63 |
| Lotus | 47 | 40 |
| Aston Martin | 13 | 14 |
| TVR | 41 | 30 |
| YUGOSLAVIA | 156 | 0 |
| Yugo | 156 | 0 |
| MISCELLANEOUS | 15 | 15 |
| TOTAL | 20,214 | 16,191 |

## NEW-CAR OUTLETS

### U.S. and Import

| | No. of Retail Outlets | Pct. Gain or Loss from Previous Year |
|---|---|---|
| Jan. 1, 1957 | 39,138 | n/a |
| Jan. 1, 1958 | 39,108 | −0.1% |
| Jan. 1, 1959 | 37,558 | −4.0% |
| Jan. 1, 1960 | 36,336 | −3.3% |
| Jan. 1, 1961 | 34,803 | −4.2% |
| Jan. 1, 1962 | 33,461 | −3.9% |
| Jan. 1, 1963 | 33,308 | −0.4% |
| Jan. 1, 1964 | 33,291 | −0.1% |
| Jan. 1, 1965 | 33,360 | +0.2% |
| Jan. 1, 1966 | 33,114 | −0.7% |
| Jan. 1, 1967 | 31,584 | −4.6% |
| Jan. 1, 1968 | 31,101 | −1.5% |
| Jan. 1, 1969 | 31,076 | −0.1% |
| Jan. 1, 1970 | 30,842 | −0.8% |
| Jan. 1, 1971 | 30,314 | −1.8% |
| Jan. 1, 1972 | 30,150 | −0.5% |
| Jan. 1, 1973 | 30,094 | −0.2% |
| Jan. 1, 1974 | 29,998 | −0.3% |
| Jan. 1, 1975 | 29,701 | −1.0% |
| Jan. 1, 1976 | 29,309 | −1.3% |
| Jan. 1, 1977 | 28,744 | −1.9% |
| Jan. 1, 1978 | 28,656 | −0.3% |
| Jan. 1, 1979 | 28,512 | −0.5% |
| Jan. 1, 1980 | 27,891 | −2.2% |
| Jan. 1, 1981 | 26,333 | −5.6% |
| Jan. 1, 1982 | 25,703 | −2.4% |
| Jan. 1, 1983 | 24,729 | −3.8% |
| Jan. 1, 1984 | 24,721 | −0.0% |
| Jan. 1, 1985 | 24,724 | +0.0% |
| Jan. 1, 1986 | 25,104 | +1.5% |

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## TRUCK OUTLETS

### Retail Outlets

| | Jan. 1, 1986 | Jan. 1, 1985+ |
|---|---|---|
| Chevrolet | 5,000 | 5,120 |
| Dodge | 2,998 | 2,973 |
| Ford | 4,800 | 4,848 |
| Freightliner | 170 | 179 |
| FWD | 45 | 52 |
| GMC | 2,439 | 2,494 |
| Hino | 70 | ...... |
| International | 743 | 786 |
| Isuzu | 240 | ...... |
| IVECO | 199 | 232 |
| Jeep | 1,450 | 1,446 |
| Kenworth | 125 | 135 |
| Mack | 266 | 244 |
| Mercedes-Benz | 165 | 198 |
| Mitsubishi Fuso**** | 10 | ...... |
| Nissan Diesel | 100 | ...... |
| Peterbilt | 116 | 116 |
| Plymouth** | 3,009 | 2,980 |
| Scania | 10 | ...... |
| Volvo | 125 | 125 |
| White*** | 220 | 169 |
| Miscellaneous | ...... | 247 |
| TOTALS | 22,300 | 22,344 |
| Adjustments for multiple franchising | 2,676 | 2,681 |
| NET TOTALS | 19,624 | 19,663 |

* Retail outlets include dealerships, distributorships and factory-owned outlets.

** Plymouth trucks are compact Voyager vans.

*** White includes Autocar.

**** Estimate.

+Revised

The number of new-truck dealer outlets in the U.S. fell by 39 during 1985, bringing the Jan. 1, 1986, truck-dealer population to 19,624.

Five makers increased their dealer totals; nine showed declines; two were unchanged.

This year, dealer figures for Hino, Isuzu, Mitsubishi Fuso, Nissan Diesel and Scania trucks were added. These new figures replace those previously tabulated in the Miscellaneous category.

## RETAIL OUTLETS, U.S. MAKES OF PASSENGER CARS 1986 vs. 1985

| | Jan. 1, 1986 | | | | Jan. 1, 1985 | | | |
|---|---|---|---|---|---|---|---|---|
| | Exclusives (Within Corp.) | Multiples (Within Corp.) | Total Franchises | Net Dealers | Exclusives (Within Corp.) | Multiples (Within Corp.) | Total Franchises | Net Dealers |
| AMERICAN MOTORS-RENAULT | 156 | 2,530 | 2,686 | 1,421 | 192 | 2,546 | 2,738 | 1,465 |
| AMC | 103 | 1,265 | 1,368 | | 124 | 1,273 | 1,397 | |
| Renault | 53 | 1,265 | 1,318 | | 68 | 1,273 | 1,341 | |
| CHRYSLER CORP. | 954 | 8,031 | 8,985 | 4,003 | 965 | 7,931 | 8,896 | 3,988 |
| Chrysler | 0 | 3,049 | 3,049 | | 0 | 3,023 | 3,023 | |
| Dodge | 945 | 1,982 | 2,927 | | 955 | 1,938 | 2,893 | |
| Plymouth | 9 | 3,000 | 3,009 | | 10 | 2,970 | 2,980 | |
| FORD MOTOR CO. | 2,780 | 6,247 | 9,027 | 5,517 | 2,840 | 6,208 | 9,048 | 5,564 |
| Ford | 2,769 | 1,913 | 4,682 | | 2,825 | 1,907 | 4,732 | |
| Lincoln | 0 | 1,598 | 1,598 | | 0 | 1,578 | 1,578 | |
| Mercury | 11 | 2,736 | 2,747 | | 15 | 2,723 | 2,738 | |
| GENERAL MOTORS | 5,080 | 10,715 | 15,795 | 9,830 | 5,205 | 10,710 | 15,915 | 9,965 |
| Buick | 710 | 2,250 | 2,960 | | 725 | 2,250 | 2,975 | |
| Cadillac | 255 | 1,360 | 1,615 | | 255 | 1,355 | 1,610 | |
| Chevrolet | 2,940 | 2,110 | 5,050 | | 3,020 | 2,100 | 5,120 | |
| Oldsmobile | 625 | 2,565 | 3,190 | | 630 | 2,570 | 3,200 | |
| Pontiac | 550 | 2,430 | 2,980 | | 575 | 2,435 | 3,010 | |
| VOLKSWAGEN | 877 | 0 | 877 | 877 | 899 | 0 | 899 | 899 |
| TOTALS | 9,847 | 27,523 | 37,370 | 21,648 | 10,101 | 27,395 | 37,496 | 21,881 |
| Minus Intercorporate duals | | | | 975 | | | | 979 |
| NET DEALERS | | | | 20,673 | | | | 20,902 |

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## CAR-TRUCK SALES PER OUTLET

### FULL YEAR

| Make | 1985 | Position |
|---|---|---|
| Mitsubishi | 920 | — 1 |
| Toyota | 874 | — 2 |
| Nissan | 751 | — 3 |
| Honda | 640 | — 4 |
| Chevrolet | 586 | — 5 |
| Ford | 565 | — 6 |
| Mazda | 429 | — 7 |
| Oldsmobile | 334 | — 8 |
| Dodge | 297 | — 9 |
| Buick | 285 | — 10 |
| Pontiac | 265 | — 11 |
| Volvo | 257 | — 12 |
| Volkswagen | 246 | — 13 |
| Subaru | 219 | — 14 |
| Mercedes | 207 | — 15 |
| BMW | 204 | — 16 |
| Isuzu | 199 | — 17 |
| Mercury | 189 | — 18 |
| Cadillac | 185 | — 19 |
| Audi | 182 | — 20 |
| Plymouth | 146 | — 21 |
| AMC | 133 | — 22 |
| GMC | 128 | — 23 |
| Chrysler | 124 | — 24 |
| Jaguar | 120 | — 25 |
| Saab | 115 | — 26 |
| Lincoln | 104 | — 27 |
| Renault | 87 | — 28 |
| Porsche | 78 | — 29 |
| Peugeot | 53 | — 30 |
| Dodge Imports | 43 | — 31 |
| Alfa Romeo | 33 | — 32 |
| Maserati | 24 | — 33 |
| Chevrolet Imports | 21 | — 34 |
| Plymouth Imports | 17 | — 35 |
| Merkur | 12 | — 36 |

## IMPORT OUTLETS

### 1957 to 1986

| | |
|---|---|
| Jan. 1, 1957 | 2,930 |
| Jan. 1, 1958 | 11,409 |
| Jan. 1, 1959 | 14,031 |
| Jan. 1, 1960 | 14,674 |
| Jan. 1, 1961 | 13,135 |
| Jan. 1, 1962 | 11,894 |
| Jan. 1, 1963 | 7,138 |
| Jan. 1, 1964 | 5,249 |
| Jan. 1, 1965 | 5,856 |
| Jan. 1, 1966 | 6,013 |
| Jan. 1, 1967 | 6,588 |
| Jan. 1, 1968 | 7,156 |
| Jan. 1, 1969 | 7,869 |
| Jan. 1, 1970 | 8,311 |
| Jan. 1, 1971 | 9,860 |
| Jan. 1, 1972 | 12,375 |
| Jan. 1, 1973 | 13,332 |
| Jan. 1, 1974 | 11,246 |
| Jan. 1, 1975 | 11,489 |
| Jan. 1, 1976 | 10,414 |
| Jan. 1, 1977 | 11,387 |
| Jan. 1, 1978 | 17,374 |
| Jan. 1, 1979 | 17,114 |
| Jan. 1, 1980 | 16,919 |
| Jan. 1, 1981 | 16,681 |
| Jan. 1, 1982 | 11,270** |
| Jan. 1, 1983 | 10,011*** |
| Jan. 1, 1984 | 10,096 |
| Jan. 1, 1985 | 12,427 |
| Jan. 1, 1986 | 17,966* |

**—VW counted as domestic in 1982 and subsequent years.

***—Renault counted as domestic in 1983 and subsequent years.

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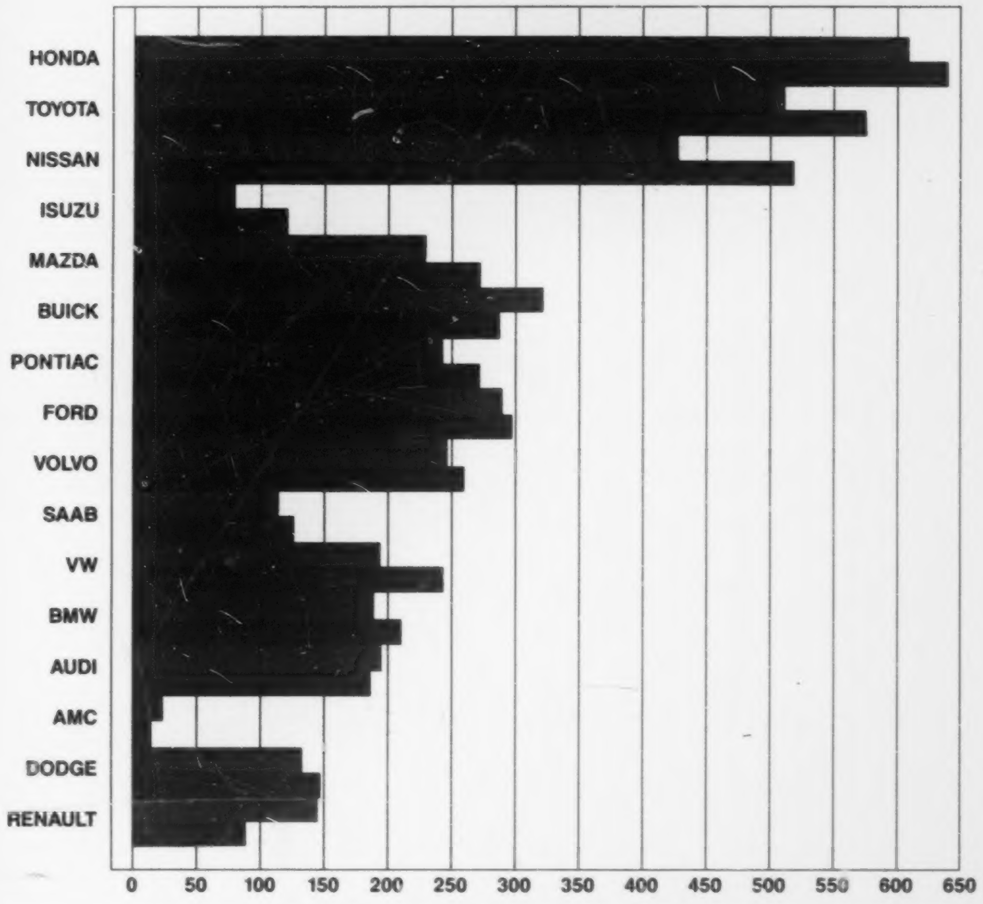
# DEALERS

## AVERAGE SALES PER OUTLET

■ 1984 vs. 1985 ■



## U.S. NAMEPLATES, SALES PER OUTLET

### Subcompact

| 1985 Position | Make | 1984 Position |
|---|---|---|
| 1— 90 | Escort | 75— 2 |
| 2— 88 | Golf | 82— 1 |
| 3— 53 | Alliance | 74— 3 |
| 4— 31 | Lynx | 25— 8 |
| 4— 31 | Fiero | 32— 5 |
| 6— 29 | Encore | 51— 4 |
| 7— 28 | Horizon | 27— 7 |
| 8— 26 | Chevette | 32— 6 |
| 9— 24 | Omni | 25— 8 |
| 10— 20 | Charger | 18— 9 |
| 11— 17 | Turismo | 16—11 |
| 11— 17 | Laser | 18— 9 |
| 11— 17 | Daytona | 16—11 |
| 14— 8 | 1000 | 10—13 |
| 15— 7 | Nova | 7—14 |
| 16— 4 | EXP | 7—13 |

### Compact

| 1985 Position | Make | 1984 Position |
|---|---|---|
| 1— 85 | Cavalier | 73— 1 |
| 2— 59 | Tempo | 50— 2 |
| 3— 49 | Reliant | 48— 3 |
| 4— 40 | Aries | 39— 6 |
| 5— 39 | Sunbird | 42— 4 |
| 5— 39 | Camero | 39— 6 |
| 7— 34 | Firebird | 34— 7 |
| 7— 34 | Mustang | 30—10 |
| 9— 29 | Skyhawk | 41— 5 |
| 9— 29 | LeBaron K | 34— 7 |
| 11— 27 | Topaz | 27—11 |
| 12— 16 | Firenza | 20—12 |
| 13— 13 | Cimarron | 11—14 |
| 14— 9 | Eagle | 14—13 |
| 15— 6 | Capri | 7—15 |

### Intermediate

| 1985 Position | Make | 1984 Position |
|---|---|---|
| 1—105 | Ciera | 76— 2 |
| 2— 79 | Century | 74— 3 |
| 3— 72 | Celebrity | 63— 4 |
| 4— 68 | Cutlass Supreme | 95— 1 |
| 5— 55 | 6000 | 42— 7 |
| 6— 43 | XR-7 | 44— 6 |
| 7— 41 | Grand Am | 6—19 |
| 8— 39 | Calais | 5—20 |
| 9— 38 | LTD | 42— 7 |
| 9— 38 | Regal | 62— 5 |
| 11— 33 | Thunderbird | 33—11 |
| 12— 32 | Somerset | 5—20 |
| 12— 32 | Marquis | 38— 9 |
| 14— 24 | LeBaron GTS | 1—24 |
| 15— 22 | Monte Carlo | 22—13 |
| 16— 20 | Grand Prix | 24—12 |
| 17— 19 | Skylark | 35—10 |
| 17— 19 | Dodge 400/600 | 22—13 |
| 17— 19 | New Yorker E | 13—17 |
| 20— 17 | Bonneville | 22—13 |
| 20— 17 | Lancer | 1—24 |
| 22— 12 | Caravelle | 3—23 |
| 23— 9 | Citation | 18—16 |
| 24— 1 | Taurus | — — |
| 24— 1 | Sable | — — |
| — — | Omega | 11—18 |
| — — | Phoenix | 5—20 |

### Standard

| 1985 Position | Make | 1984 Position |
|---|---|---|
| 1— 59 | Olds 88 | 81— 1 |
| 2— 49 | Chevrolet | 50— 4 |
| 2— 49 | Grand Marquis | 54— 3 |
| 4— 39 | LeSabre | 55— 2 |
| 5— 35 | Crown Victoria | 36— 5 |
| 6— 23 | Parisienne | 20— 6 |
| 7— 12 | Diplomat | 11— 7 |
| 8— 6 | Gran Fury | 6— 8 |

### Luxury

| 1985 Position | Make | 1984 Position |
|---|---|---|
| 1—116 | Cadillac | 121— 1 |
| 2— 74 | Lincoln | 58— 2 |
| 3— 38 | Olds 98 | 31— 5 |
| 4— 36 | Eldorado | 44— 3 |
| 4— 36 | Fifth Ave. | 32— 4 |
| 6— 33 | Electra | 29— 6 |
| 7— 18 | Continental | 20— 8 |
| 7— 18 | Seville | 22— 7 |
| 9— 16 | Riviera | 18— 9 |
| 10— 12 | Mark VII | 18— 9 |
| 11— 10 | Toronado | 13—11 |
| 12— 7 | Corvette | 6—12 |

## SALES PER OUTLET BY MAKE, TOTAL U.S. MARKET

| | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 | 1976 |
|---|---|---|---|---|---|---|---|---|---|---|
| Honda† | 640 | 610 | 494 | 455 | 470 | 496 | 488 | 396 | 339 | 252 |
| Mitsubishi | 598 | 477 | 435 | 59 | ...... | ...... | ...... | ...... | ...... | ...... |
| Toyota | 572 | 515 | 511 | 484 | 528 | 541 | 485 | 423 | 479 | 347 |
| Nissan† | 520 | 439 | 479 | 428 | 421 | 475 | 445 | 323 | 384 | 279 |
| Oldsmobile | 334 | 331 | 320 | 254 | 263 | 251 | 286 | 302 | 294 | 272 |
| Chevrolet | 331 | 304 | 261 | 238 | 259 | 303 | 364 | 394 | 381 | 350 |
| Ford | 295 | 276 | 230 | 197 | 197 | 204 | 269 | 326 | 335 | 308 |
| Buick | 285 | 318 | 288 | 247 | 244 | 239 | 234 | 256 | 245 | 244 |
| Mazda | 277 | 223 | 228 | 213 | 218 | 213 | 213 | 114 | 95 | 69 |
| Pontiac | 265 | 235 | 187 | 162 | 179 | 195 | 241 | 277 | 249 | 233 |
| Volvo | 257 | 246 | 220 | 185 | 159 | 140 | 136 | 120 | 103 | 89 |
| Volkswagen† | 246 | 197 | 177 | 164 | 241 | 264 | 274 | 213 | 252 | 187 |
| Subaru | 220 | 196 | 198 | 195 | 201 | 191 | 175 | 145 | 118 | 76 |
| Mercedes-Benz | 207 | 190 | 177 | 161 | 154 | 132 | 130 | 115 | 119 | 107 |
| BMW | 204 | 170 | 145 | 132 | 112 | 103 | 98 | 92 | 93 | 89 |
| Mercury | 189 | 195 | 156 | 125 | 127 | 117 | 172 | 195 | 172 | 143 |
| Cadillac | 185 | 200 | 189 | 157 | 144 | 133 | 193 | 215 | 207 | 190 |
| Audi | 182 | 172 | 115 | 108 | 118 | 97 | 98 | 95 | 85 | 79 |
| Dodge | 149 | 131 | 120 | 105 | 126 | 108 | 133 | 158 | 162 | 166 |
| Chrysler | 124 | 110 | 94 | 66 | 35 | 50 | 76 | 89 | 96 | 86 |
| Jaguar | 120 | 98 | 81 | 49 | 20 | 11 | 14 | 17 | 15 | 13 |
| Isuzu | 118 | 80 | 98 | 77 | 98 | ...... | ...... | ...... | ...... | ...... |
| Saab | 115 | 102 | 81 | 60 | 47 | 44 | 46 | 48 | 42 | 29 |
| Plymouth | 110 | 99 | 99 | 98 | 129 | 97 | 110 | 133 | 143 | 174 |
| Lincoln | 104 | 97 | 67 | 64 | 43 | 45 | 80 | 115 | 112 | 76 |
| Renault†† | 87 | 135 | 135 | 51 | 22 | 24 | 44 | 47 | 46 | 24 |
| Porsche | 78 | 61 | 66 | 44 | 35 | 32 | 43 | 54 | 65 | 47 |
| Peugeot | 53 | 64 | 47 | 43 | 51 | 42 | 42 | 32 | 35 | 32 |
| Alfa Romeo | 31 | 27 | 17 | 16 | 19 | 18 | 35 | 39 | 29 | 33 |
| Maserati | 24 | ...... | ...... | ...... | ...... | ...... | ...... | ...... | ...... | ...... |
| Chevrolet Sprint | 21 | 29 | ...... | ...... | ...... | ...... | ...... | ...... | ...... | ...... |
| Dodge/Mitsubishi | 19 | 17 | 15 | 16 | 19 | 24 | 27 | 21 | 37 | 26 |
| Plymouth Mitsubishi | 17 | 12 | 13 | 15 | 19 | 27 | 22 | 15 | 28 | ...... |
| Merkur | 12 | ...... | ...... | ...... | ...... | ...... | ...... | ...... | ...... | ...... |
| AMC | 9 | 14 | 23 | 53 | 85 | 88 | 97 | 105 | 112 | 140 |

† Domestic plus imports.
†† Renault joined domestics in 1982. Average includes imported Renaults and U.S.-built Alliances and Encores.

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## TRUCK REGISTRATIONS PER OUTLET

| | 1985 | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 |
|---|---|---|---|---|---|---|---|
| Ford | 260 | 240 | 197 | 156 | 142 | 152 | 201 |
| Chevrolet | 251 | 213 | 176 | 146 | 120 | 129 | 181 |
| Dodge | 166 | 143 | 89 | 83 | 64 | 89 | 115 |
| GMC | 143 | 122 | 101 | 96 | 63 | 70 | 106 |
| Jeep | 126 | 99 | 50 | 40 | 34 | 45 | 77 |
| Mack | 111 | 105 | 62 | 66 | 81 | 88 | 116 |
| Freightliner | 110 | 92 | 59 | 41 | 50 | 55 | 72 |
| Peterbilt | 106 | 113 | 69 | 66 | 75 | 58 | 76 |
| International | 99 | 85 | 57 | 49 | 52 | 56 | 74 |
| Kenworth | 96 | 101 | 64 | 61 | 80 | 93 | 124 |
| White | 42 | 41 | 19 | 23 | 24 | 33 | 51 |
| Plymouth* | 35 | 27 | 4 | 4 | 6 | 12 | 17 |
| Mercedes-Benz | 28 | 13 | 15 | 17 | 21 | — | — |
| Volvo | 21 | 16 | 12 | 7 | 14 | 8 | — |

*Plymouth trucks for 1985 are compact Voyager vans; prior to 1984, they were four-wheel-drive Trail Duster, Arrow and Scamp pickup trucks and full-size Voyager vans.

NOTE: White totals for 1985 include Autocar; prior to 1984, Western Star was included.

## SALES PER OUTLET BY CORPORATION

### Domestic new-car sales per U.S. dealership

| | American Motors | Chrysler Corp. | Ford Motor | General Motors | Studebaker | VW of America | All U.S. Industry* |
|---|---|---|---|---|---|---|---|
| 1956 | 47 | 104 | 189 | 183 | 44 | — | 148 |
| 1957 | 56 | 130 | 194 | 169 | 30 | — | 154 |
| 1958 | 75 | 83 | 133 | 141 | 21 | — | 118 |
| 1959 | 127 | 97 | 199 | 169 | 53 | — | 158 |
| 1960 | 142 | 141 | 214 | 197 | 44 | — | 184 |
| 1961 | 125 | 104 | 208 | 193 | 34 | — | 172 |
| 1962 | 139 | 119 | 232 | 261 | 37 | — | 212 |
| 1963 | 139 | 163 | 243 | 283 | 33 | — | 233 |
| 1964 | 125 | 186 | 276 | 294 | 15 | — | 246 |
| 1965 | 115 | 213 | 318 | 351 | 8 | — | 299 |
| 1966 | 194 | 214 | 321 | 331 | — | — | 290 |
| 1967 | 100 | 212 | 258 | 321 | — | — | 270 |
| 1968 | 112 | 244 | 318 | 345 | — | — | 304 |
| 1969 | 104 | 233 | 332 | 351 | — | — | 307 |
| 1970 | 109 | 230 | 328 | 268 | — | — | 269 |
| 1971 | 114 | 240 | 343 | 361 | — | — | 320 |
| 1972 | 141 | 249 | 360 | 361 | — | — | 329 |
| 1973 | 205 | 284 | 399 | 421 | — | — | 380 |
| 1974 | 176 | 229 | 330 | 310 | — | — | 296 |
| 1975 | 177 | 201 | 298 | 318 | — | — | 286 |
| 1976 | 140 | 271 | 340 | 409 | — | — | 353 |
| 1977 | 112 | 254 | 384 | 442 | — | — | 374 |
| 1978 | 105 | 239 | 389 | 464 | — | — | 377 |
| 1979 | 97 | 202 | 322 | 426 | — | — | 333 |
| 1980 | 88 | 163 | 237 | 367 | — | — | 280 |
| 1981 | 85 | 193 | 236 | 349 | — | 241 | 280 |
| 1982 | 96 | 189 | 243 | 338 | — | 164 | 277 |
| 1983 | 125 | 226 | 289 | 402 | — | 177 | 330 |
| 1984 | 135 | 250 | 358 | 458 | — | 197 | 380 |
| 1985 | 91 | 327 | 374 | 465 | — | 246 | 393 |

*Average for all U.S. industry includes Studebaker for 1955-1964. 1973-1985 figures based on retail sales. Prior years based on R.L. Polk registrations.

# Past presidents of NADA

1986—James B. Woulfe
Ford, Chrysler
Dublin, Calif.

1985—William J. Symes
Cadillac
Pasadena, Calif.

1984—James P. Jennings
Chevrolet
Glenview, Ill.

1983—William C. Turnbull
GMC, International
Harvester
Huntington, W. Va.

1982—George W. Lyles
Chevrolet,
Rolls-Royce
High Point, N.C.

1981—Wendel H. Miller
Dodge, Honda
Lincoln-Mercury
Binghampton, N.Y.

1980—George S. Irvin
Chevrolet, Subaru,
BMW, Mercedes-Benz
Denver, Colo.

1979—William C. Doenges
Ford, Toyota
Bartlesville, Okla.

1978—Robert P. Mallon
Ford
Tacoma, Wash.

1977—Reed T. Draper
Chevrolet
Saginaw, Mich.

1976—John J. Pohanka
Oldsmobile, Fiat, Honda
Marlow Heights, Md.

1975—William E. Hancock Jr.
Buick-Opel
Columbus, S.C.

1974—Hugh R. Gibson
Ford
Cleveland, Ohio

1973—John S. Hinckley
Dodge
Ogden, Utah

1972—Charles J. Whittey
Chrysler-Plymouth
Bismarck, N.D.

1971—Warren J. McEleney
Chevrolet, Oldsmobile,
Cadillac
Clinton, Iowa

1970—Sam H. White
Oldsmobile
Houston, Texas

1969—Lyman W. Slack
Chevrolet
Portland, Ore.

1968—T.A. Williams Sr.
Chevrolet
Greensboro, N.C.

1967—William E. Voyce Jr.
Ford
Baltimore, Md.

1966—S.E. Kossman
Buick, Cadillac, Pontiac,
GMC, Rambler, Jeep
Cleveland, Miss.

1965—Peter Val Preda
Oldsmobile, Cadillac
Burlington, Vt.

1964—C. Ed Flandro
Ford, Lincoln-Mercury
Pocatello, Idaho

1963—John H. Lander
Rambler
Atlanta, Ga.

1962—Thomas F. Abbott Jr.
Pontiac, Rambler
Fort Worth, Texas

1961—Walter B. Cooper
Chevrolet
Fort Collins, Colo.

1960—Birkett Williams
Ford
Cleveland Ohio

1959—H.L. Galles
Chevrolet, Cadillac,
Oldsmobile
Albuquerque, N.M.

1958—Dean Chaffin
Chevrolet, Buick
Bozeman, Mont.

1957—Frederick M. Sutter
Dodge, Plymouth
Columbus, Ind.

1956—Carl E. Fribley
Pontiac, Cadillac, GMC
Norwich, N.Y.

1955—Frank H. Yarnall
Chevrolet
Chicago

1954—Charles C. Freed
DeSoto, Plymouth
Salt Lake City

1953—Robert S. Armacost
Studebaker
Kansas City

1952—J. Saxton Lloyd
Buick, Cadillac
Daytona Beach, Fla.

1951—R.D. McKay
Chrysler-Plymouth
Wichita, Kan.

1950—Fred L. Haller
Hudson
Washington

1949—George F. Ziesmer
Ford
Mankato, Minn.

1948—Ben T. Wright
Lincoln-Mercury
Chicago

1947—M.O. Anderson
Buick
Seattle

1945-'46—W.L. Mallon
Pontiac
Newark, N.J.

1944—D.G. Kelly
Dodge, Plymouth
Grand Forks, N.D.

1942-'43—D.E. Castles
Buick
St. Louis

1942—Harry Sommers
Chrysler-Plymouth
Atlanta

1941—L. Clare Cargile
Chevrolet
Texarkana, Ark.

1939-'40—Stanley H. Horner
Buick
Washington

1938—J.W. Roby
Shreveport, La.

1936-'37—E.M. Lied
Omaha

1933-'35—F.W.A. Vesper
St. Louis

1932—Floris Nagelvoort
Seattle

1931—F.J. Edwards
Milwaukee

1930—J.R. Histed
Beverly Hills, Calif.

1929—W.E. Griffith
San Francisco

1928—C.C. Coddington
Charlotte, N.C.

1927—W.L. Hughson
San Francisco

1926—C.B. Warren
New York

1925—Charles F. Gambill
San Marino, Calif.

1924—John L. Butler
Los Angeles

1923—G.G.G. Peckham
Cleveland

1922—Thomas J. Hay
Chicago

1922—W.J. Brace
Kansas City

1921—Jesse A. Smith
Milwaukee

1920—H.B. Harper
Rosemont, Pa.

1918-'19—F.W.A. Vesper
St. Louis

1917—George W. Browne
Milwaukee

## USED VEHICLE SALES BY FRANCHISED NEW CAR & TRUCK DEALERS

(In thousands)

| Year | Retail | Wholesale | Total |
|---|---|---|---|
| 1972 | 10,295 | 2,260 | 12,555 |
| 1973 | 9,942 | 2,333 | 12,275 |
| 1974 | 8,625 | 2,023 | 10,648 |
| 1975 | 9,137 | 2,144 | 11,281 |
| 1976 | 10,035 | 2,478 | 12,513 |
| 1977 | 10,097 | 2,847 | 12,944 |
| 1978 | 9,903 | 3,127 | 13,030 |
| 1979 | 8,804 | 2,810 | 11,614 |
| 1980 | 7,818 | 2,469 | 10,287 |
| 1981 | 8,178 | 2,582 | 10,760 |
| 1982 | 7,959 | 2,500 | 10,459 |
| 1983 | 8,508 | 2,687 | 11,195 |
| 1984 | 9,442 | 3,031 | 12,473 |
| 1985 | 9,602 | 3,110 | 12,712 |

SOURCE: NADA Industry Analysis Department

## AVERAGE DEALERSHIP PROFILE (In dollars)

| | 1978 | 1979 | 1980 | 1981 | 1982 | 1983 | 1984 | 1985 | % Change 1984-'85 |
|---|---|---|---|---|---|---|---|---|---|
| Total Dealership Sales | 4,717,718 | 5,005,359 | 4,760,000 | 5,529,484 | 6,139,848 | 7,710,594 | 9,334,735 | 10,476,167 | 12.23 |
| Total Dealership Gross | 676,521 | 725,277 | 731,612 | 817,811 | 852,211 | 1,058,665 | 1,259,256 | 1,497,044 | 18.88 |
| As % of Total Sales | 14.34 | 14.49 | 15.37 | 14.79 | 13.88 | 13.73 | 13.49 | 14.29 | |
| Total Dealership Expense | 584,054 | 662,209 | 702,576 | 753,669 | 772,393 | 893,658 | 1,055,758 | 1,266,569 | 19.97 |
| As % of Total Sales | 12.38 | 13.23 | 14.76 | 13.63 | 12.58 | 11.59 | 11.31 | 12.09 | |
| Net Profit Before Taxes | 92,467 | 63,068 | 29,036 | 64,142 | 79,818 | 165,007 | 203,497 | 230,476 | 13.26 |
| As % of Total Sales | 1.96 | 1.26 | 0.61 | 1.16 | 1.30 | 2.14 | 2.18 | 2.20 | |
| (Net Pre tax Profit in Constant '67 Dollars) | 47,312 | 29,005 | 11,765 | 23,550 | 27,607 | 55,293 | 65,412 | 71,532 | 9.36 |
| New Vehicle Department Sales | 3,024,057 | 3,178,403 | 2,932,160 | 3,378,515 | 3,769,867 | 4,888,517 | 6,104,917 | 7,071,413 | 15.83 |
| As % of Total Sales | 64.10 | 63.50 | 61.60 | 61.10 | 61.40 | 63.40 | 65.40 | 67.50 | |
| Used Vehicle Department Sales | 986,003 | 1,016,088 | 999,600 | 1,266,252 | 1,399,885 | 1,734,884 | 1,988,298 | 2,053,329 | 3.27 |
| As % of Total Sales | 20.90 | 20.30 | 21.30 | 22.90 | 22.80 | 22.50 | 21.30 | 19.60 | |
| Service and Parts Sales | 707,658 | 810,868 | 828,240 | 884,717 | 970,096 | 1,087,194 | 1,241,520 | 1,351,426 | 8.85 |
| As % of Total Sales | 15.20 | 16.20 | 17.40 | 16.00 | 15.80 | 14.10 | 13.30 | 12.90 | |
| New Vehicle Average Selling Price | 6,470 | 6,950 | 7,530 | 8,850 | 9,910 | 10,725 | 11,100 | 11,925 | 7.43 |
| Average Net Worth (As of 12/31) | 353,123 | 397,566 | 378,981 | 385,330 | 421,693 | 556,722 | 569,886 | 652,721 | 14.54 |
| Net Profit as % of Net Worth | 26.19 | 15.86 | 7.66 | 16.65 | 18.93 | 29.64 | 35.71 | 35.31 | |

SOURCE: NADA Industry Analysis Department

# SUPPLIERS

The U.S. motor vehicle and parts manufacturing industry used 84.0 percent of its capacity in 1985, highest rate since 1978 (89.0) and nearly 30 points above 1982's historic measured low (54.3).

As a result, employment in the U.S. parts and equipment manufacturing industry climbed for the fourth straight year in 1985 to 388,800, up from 387,300 in 1984 and the highest figure since 1979 (441,100).

Another result was increased shipments of parts, equipment, tools and materials to motor vehicle manufacturers by a number of supplier segments in 1985.

Preliminary figures indicate U.S. steel producers shipped 72,698,305 net tons of steel last year, 17.6 percent of it (12,759,310 tons) going to motor vehicle and automotive component manufacturers. Steel remained the nation's fourth-largest industry in 1985 with sales of $53.6 billion, according to the American Iron and Steel Institute.

While 1985 shipments of aluminum have not yet been released by the Aluminum Assn. Inc., it is expected that shipments to the motor vehicle industry will show increased volume over 1984 (2,939 million pounds), which was 25.6 percent higher than 1983.

Aluminum pounds-per-car averaged an all-time high of 139 pounds in the '85 model year.

Shipments of reinforced plastics/composites to the motor vehicle industry in 1985 totaled 563 million pounds, 4.2 percent above 1984. The North American automobile market consumed 188.1 million pounds of composite laminate in 1985 compared to 169.9 million pounds in 1984. The truck market consumed 120.9 million pounds in 1985 compared to 119.4 million pounds in 1984.

The weighted amount of zinc die castings fell to an estimated 20.2 pounds in the typical U.S.-built automobile, according to the Zinc Institute, continuing an annual decline that began in 1980.

Machine tool shipments in 1985 totaled $2.54 billion compared to $2.29 billion in 1984, according to the National Machine Tool Builders' Assn.

The U.S. market for laser machine tools reached an estimated $188 million sales level in 1985, according to Strategic Research Center.

Sales of manufacturing automation equipment in the U.S. totaled an estimated $25 billion in 1985, according to Honeywell Inc. ■

## Aluminum Shipments to Motor Vehicle Industry, 1974-'84
## (Millions of pounds)

| | 1984 | 1983 | 1982 | 1981 | 1980 | 1979 | 1978 | 1977 | 1976 | 1975 | 1974 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Passenger car total** | **1,414** | **1,192** | **911** | **1,105** | **1,046** | **1,501** | **1,571** | **1,494** | **1,272** | **863** | **980** |
| Ingot | 980 | 830 | 662 | 761 | 746 | 1,008 | 1,003 | 967 | 886 | 648 | 719 |
| Sheet | 284 | 235 | 156 | 199 | 180 | 333 | 392 | 378 | 264 | 124 | 154 |
| Plate | 1 | 1 | 1 | 1 | 1 | 1 | 2 | — | 1 | — | — |
| Foil | 43 | 40 | 26 | 28 | 24 | 36 | 41 | 35 | 22 | 14 | 12 |
| Rod & bar | 18 | 19 | 9 | 9 | 10 | 11 | 11 | 11 | 12 | 9 | 12 |
| Extruded shapes | 43 | 34 | 37 | 59 | 61 | 73 | 77 | 58 | 51 | 42 | 54 |
| Extruded pipe & tube | 22 | 18 | 9 | 13 | 9 | 10 | 14 | 14 | 11 | 7 | 9 |
| Drawn tube | 5 | 3 | 1 | 4 | 7 | 12 | 13 | 13 | 10 | 6 | 7 |
| Bare wire | 4 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| Forgings | 12 | 10 | 8 | 8 | 6 | 14 | 14 | 14 | 9 | 8 | 7 |
| Impacts | 2 | 1 | 1 | 2 | 1 | 2 | 3 | 3 | 5 | 4 | 4 |
| **Truck, bus, van total** | **466** | **357** | **273** | **310** | **287** | **497** | **449** | **433** | **366** | **163** | **359** |
| Ingot | 212 | 183 | 151 | 148 | 136 | 216 | 199 | 191 | 169 | 88 | 160 |
| Sheet | 151 | 96 | 68 | 85 | 77 | 158 | 137 | 137 | 114 | 36 | 103 |
| Plate | 4 | 4 | 3 | 4 | 4 | 8 | 7 | 7 | 7 | 4 | 11 |
| Foil | 1 | — | — | — | — | — | — | — | — | — | — |
| Rod & bar | 1 | 2 | 2 | 2 | 2 | 5 | 5 | 3 | 2 | 1 | 2 |
| Extruded shapes | 80 | 49 | 32 | 45 | 44 | 69 | 64 | 63 | 52 | 24 | 57 |
| Extruded pipe & tube | 1 | 1 | 1 | 1 | 1 | 1 | 1 | — | — | — | 1 |
| Drawn tube | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | — | 1 |
| Bare wire | — | — | — | — | — | 1 | 1 | 1 | — | — | 1 |
| Forgings | 34 | 20 | 14 | 23 | 21 | 37 | 33 | 29 | 20 | 9 | 22 |
| Impacts | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 1 | 2 |
| **Trailer/semi-trailer total** | **415** | **301** | **174** | **211** | **243** | **288** | **425** | **366** | **280** | **144** | **400** |
| Ingot | 31 | 20 | 17 | 20 | 21 | 33 | 33 | 30 | 22 | 18 | 35 |
| Sheet | 158 | 124 | 62 | 78 | 88 | 143 | 165 | 141 | 104 | 45 | 150 |
| Plate | 9 | 7 | 4 | 7 | 9 | 14 | 15 | 11 | 10 | 6 | 14 |
| Rod & bar | 1 | 1 | 1 | 1 | 1 | 2 | 2 | 2 | 2 | 2 | 4 |
| Extruded shapes | 212 | 147 | 88 | 103 | 132 | 194 | 208 | 179 | 140 | 71 | 192 |
| Bare wire | 2 | 1 | 1 | 1 | 1 | 1 | 1 | 2 | 1 | 1 | 3 |
| Forgings | — | — | — | — | — | — | — | — | — | — | 1 |

While the average weight of a U.S.-made passenger car dropped to 3,082 pounds in the '85 model year, the amount of aluminum on a pounds-per-car basis to an all-time high 139 pounds in '85, continuing an annual climb that has been under way since the '71 model year. The percent of aluminum in the typical U.S.-produced car also reached a record level of 4.5 percent in '85.

Meantime, latest annual figures for shipments of aluminum to the motor vehicle industry show 1,414 million pounds went to the passenger car and parts market; 466 million pounds to truck, bus and van market; and 415 million pounds to the trailer and semi-trailer market.

## Estimated Amount of Aluminum in U.S. Passenger Cars, 1967-'85

| Model Year | Avg. car weight (lbs.) | Aluminum lbs. per car | % aluminum |
|---|---|---|---|
| 1985 | 3,082 | 139 | 4.5 |
| 1984 | 3,103 | 137 | 4.4 |
| 1983 | 3,115 | 135 | 4.3 |
| 1982 | 3,051 | 133 | 4.4 |
| 1981 | 3,073 | 130 | 4.2 |
| 1980 | 3,100 | 120 | 3.9 |
| 1979 | 3,485 | 118 | 3.4 |
| 1978 | 3,589 | 114 | 3.2 |
| 1977 | 3,944 | 100 | 2.4 |
| 1976 | 4,059 | 87 | 2.1 |
| 1975 | 4,058 | 84 | 2.1 |
| 1974 | 3,968 | 83 | 2.1 |
| 1973 | 3,969 | 81 | 2.0 |
| 1972 | 3,942 | 78 | 2.0 |
| 1971 | 3,887 | 77 | 2.0 |
| 1970 | 3,877 | 78 | 2.0 |
| 1969 | 3,942 | 73 | 1.9 |
| 1968 | 3,863 | 72 | 1.9 |
| 1967 | 3,857 | 71 | 1.8 |

SOURCE: Aluminum Assn. Inc.; Aluminum Company of America; Environmental Protection Agency; SAE.

The U.S. steel industry shipped 12,759,310 net tons of steel products to the automotive industry (vehicle manufacturers, trailer manufacturers, independent parts and accessories suppliers, independent forgers) in 1985, according to preliminary figures of the American Iron and Steel Institute. The automotive market accounted for 17.6 percent of total shipments by the domestic steel industry in 1985.

## Shipments of Steel Products to Auto Industry
## Net Tons 1985 (Preliminary)

| Type Steel | Vehicle Manufacturers | Trailer Manufacturers | Independent Suppliers of Parts & Accessories | Independent Forgers | Industry Total |
|---|---|---|---|---|---|
| Ingots, blooms, slabs, billets | 73,000 | — | 2,095 | 30,418 | 105,513 |
| Wire rods | 11,887 | — | 45,030 | 1,686 | 58,603 |
| Structural shapes 3" & over | 578 | 11,541 | 1,220 | — | 13,339 |
| Plates | 9,530 | 15,205 | 44,063 | 265 | 69,063 |
| Hot rolled bars | 877,253 | 15,425 | 187,223 | 211,120 | 1,291,021 |
| Cold finished bars | 65,207 | 716 | 55,870 | 1,430 | 123,223 |
| Standard pipe | — | 133 | −24 | — | 109 |
| Mechanical tubing | 65,154 | 3,655 | 58,576 | — | 127,385 |
| Pressure tubing | 25 | — | 1 | — | 26 |
| Structural pipe & tubing | — | 619 | 9 | — | 628 |
| Stainless pipe & tubing | 215 | — | — | — | 215 |
| Drawn wire | 12,363 | — | 16,598 | — | 28,961 |
| Black plate | 341 | — | 3,461 | — | 3,802 |
| Tin plate | 4,465 | — | 42,740 | — | 47,205 |
| Tin-free steel | −29 | — | 881 | — | 852 |
| All other tin-mill products | 8,336 | — | 28,387 | — | 36,723 |
| Hot-rolled sheets | 964,078 | 87,242 | 1,538,665 | 3,963 | 2,593,948 |
| Cold-rolled sheets | 3,680,596 | 14,886 | 819,132 | 4,158 | 4,518,772 |
| Galvanized sheets & strip | 2,462,868 | 8,938 | 304,641 | 957 | 2,777,404 |
| All other metallic-coated sheets & strip | 279,271 | 90 | 199,861 | — | 479,222 |
| Electrical sheets & strip | 3,413 | — | 301 | — | 3,714 |
| Hot-rolled strip | 214,834 | 1,472 | 73,652 | 6,930 | 296,888 |
| Cold-rolled strip | 101,692 | 87 | 80,905 | 10 | 182,694 |
| **Net total steel products** | **8,835,677** | **160,009** | **3,503,287** | **260,937** | **12,759,310** |
| **% of total steel industry shipments** | **12.2** | **0.2** | **4.8** | **0.4** | **17.6** |

SOURCE: American Iron and Steel Institute.

The weight of zinc die castings in the typical 1985 model U.S.-built automobile was an estimated 20.2 pounds — 1.5 pounds and 7 percent below the '84 figure of 21.7 pounds. Since 1980 the weighted amount of zinc die castings used in American-made cars has declined an average of a pound a year. Among factors contributing to the decline are continued car downsizing and the used of thinner-wall castings by the automobile industry.

In terms of car size, the average '85 model small car used 14.9 pounds of zinc die cast components; the typical intermediate contained 21.6 pounds; and standard models had 29.8 pounds. In '84 the figures were: 15.4 pounds, small; 23.5, intermediate; 32.1, standard. The 2.3-pound drop in standard cars indicates the auto makers' efforts to slim down their large cars.

As was the case for the past three years, General Motors led the U.S. auto industry in use of zinc die castings with a per-car estimate of 21.3 pounds compared to Ford's 19.1 pounds, Chrysler's 18.5 pounds and AMC's 13.7 pounds.

## Zinc Die Castings Content (Pounds Per Car)

| Model year | Average car | Small car | Intermediate | Standard car |
|---|---|---|---|---|
| 1985 | 20.2 | 14.9 | 21.6 | 29.8 |
| 1984 | 21.7 | 15.4 | 23.5 | 32.1 |
| 1983 | 22.6 | 15.1 | 23.4 | 33.6 |
| 1982 | 23.1 | 19.2 | 23.5 | 33.7 |
| 1981 | 24.1 | 20.3 | 24.1 | 35.7 |
| 1980 | 25.0 | 22.5 | 26.2 | 36.6 |
| 1979 | 26.0 | 19.3 | 30.2 | 39.1 |
| 1978 | 30.0 | 21.6 | 29.8 | 42.1 |

SOURCE: Zinc Institute Inc. Note: 1985 figures are estimated.

## Zinc Coatings Content — Typical U.S. Car

| Type | 1985 Model | | 1984 Model | | 1983 Model | |
|---|---|---|---|---|---|---|
| | Lbs./Steel | Lbs./Zinc | Lbs./Steel | Lbs./Zinc | Lbs./Steel | Lbs./Zinc |
| One-side | 59 | 0.96 | 61 | 0.98 | 59 | 0.96 |
| Two-side | 162 | 5.32 | 142 | 4.66 | 121 | 3.97 |
| Zincrometal | 81 | 0.51 | 94 | 0.59 | 95 | 0.59 |
| Net total* | 302 | 6.79 | 297 | 6.23 | 297 | 5.52 |
| Gross total** | — | 10.44 | — | 9.58 | — | 8.49 |
| Zinc-rich paint | — | 1.00 | — | 1.00 | — | 1.25 |
| Total zinc used | — | 11.44 | — | 10.58 | — | 9.74 |

*—In finished car. **—Zinc consumed.

# SUPPLIERS

Production of 233,900 metric tons of magnesium in five world zones in 1985 was second only to 1980's record of 236,000 tons, and nearly 1 percent above 1984's 232,100 tons, according to the International Magnesium Assn. Shipment of 224,800 metric tons in 1985 was the second best year since 1979's record 229,000 tons. However, production of magnesium in the U.S. and Canada declined to 142,000 tons in 1985 from 152,800 tons in 1984, and shipments in the U.S. and Canada dropped to 102,400 tons in 1985 from 110,100 tons in 1984.

### Primary Magnesium Production By World Zone

(Metric Tons)

| | U.S. & Canada | Latin Amer. | West'n. Europe | Africa & Mid. East | Asia & Oceania | TOTAL |
|---|---|---|---|---|---|---|
| 1978 | 143,900 | — | 54,000 | — | 11,300 | 209,200 |
| 1979 | 156,400 | — | 58,700 | — | 11,400 | 226,500 |
| 1980 | 163,000 | — | 64,400 | — | 9,200 | 236,600 |
| 1981 | 138,400 | — | 64,400 | — | 5,700 | 208,500 |
| 1982 | 97,800 | — | 52,800 | — | 5,800 | 156,400 |
| 1983 | 109,000 | — | 51,000 | — | 6,000 | 166,000 |
| 1984 | 152,800 | 1,000 | 71,600 | — | 6,700 | 232,100 |
| 1985 | 142,900 | 2,000 | 80,800 | — | 8,200 | 233,900 |

SOURCE: International Magnesium Assn.

### Primary Producer Shipments of Magnesium By Area

(Metric Tons)

| | U.S. & Canada | Latin Amer. | West'n. Europe | Africa & Mid. East | Asia & Oceania | TOTAL |
|---|---|---|---|---|---|---|
| 1978 | 106,000 | 15,000 | 61,000 | 1,000 | 25,000 | 210,000 |
| 1979 | 117,000 | 18,000 | 67,000 | 2,000 | 25,000 | 229,000 |
| 1980 | 111,000 | 17,000 | 66,000 | 2,000 | 23,000 | 219,000 |
| 1981 | 104,000 | 12,000 | 61,000 | 2,000 | 24,000 | 203,000 |
| 1982 | 96,000 | 8,000 | 44,000 | 1,000 | 20,000 | 169,000 |
| 1983 | 98,600 | 9,600 | 60,400 | 2,400 | 33,400 | 204,000 |
| 1984 | 110,100 | 8,000 | 66,800 | 1,800 | 29,500 | 216,000 |
| 1985 | 102,400 | 9,400 | 72,700 | 2,400 | 38,400 | 224,800 |

SOURCE: International Magnesium Assn.

Shipments of reinforced plastics/composites hit a record 2.21 billion pounds in 1985, topping 1984 (2.15 billion pounds) by nearly 3 percent. The Society of the Plastics Industry Inc.'s Reinforced Plastics/Composites Institute projects 1986 shipments will increase 3.1 percent to nearly 2.3 billion pounds for another record.

Shipments to the motor vehicle (land transportation) market in 1985 totaled 563 million pounds, a 4.2 percent increase over 1984 (540 million pounds). SPI projects shipments will rise 2.8 percent to 579 million pounds in 1986.

The average composite content per vehicle in 1986 is approximately 42 pounds, according to SPI which projects that will increase to 61 pounds by 1990 as more functional parts in cars and trucks are made with reinforced composites.

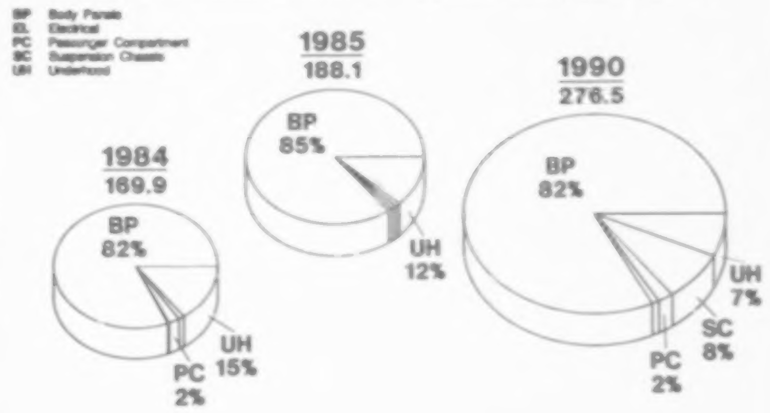
### Reinforced Plastics Shipments By Markets (Millions of pounds*)

| Market | 1984 | 1985 | 1986** |
|---|---|---|---|
| Aircraft | 29 (+16.0%) | 32 (+10.3%) | 37 (+15.0%) |
| Appliance/Business Equipment | 123 (+16.0%) | 133 (+8.1%) | 138 (+4.0%) |
| Construction | 430 (+8.0%) | 445 (+3.5%) | 454 (+1.9%) |
| Consumer Products | 143 (+12.0%) | 142 (−1.0%) | 145 (+2.0%) |
| Corrosion-Resistant Equipment | 310 (+8.0%) | 295 (−4.8%) | 302 (+2.4%) |
| Electrical/Electronic | 189 (+11.0%) | 191 (+1.0%) | 199 (+4.2%) |
| Marine | 309 (+12.0%) | 335 (+8.4%) | 347 (+3.5%) |
| **Transportation** | **540 (+18.0%)** | **563 (+4.2%)** | **579 (+2.8%)** |
| Specialties | 80 (+11.0%) | 82 (+2.5%) | 85 (+3.6%) |
| TOTAL | 2,153 (+12.0%) | 2,218 (+3.0%) | 2,286 (+3.1%) |

*Includes reinforced thermoset and thermoplastic resin composites, reinforcements and fillers.
**Projection. Source: SPI Reinforced Plastics/Composites Institute.

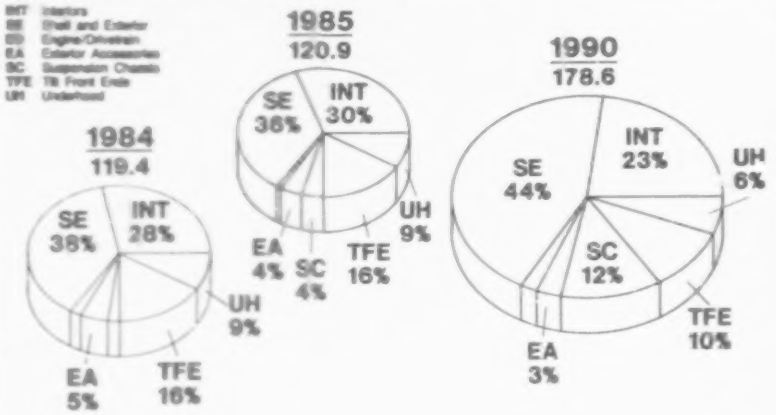
## Glass Fiber Thermoset Composites In Automobiles 1985-1990

### Thermoset Composite Use by Application (Millions of Lbs.)



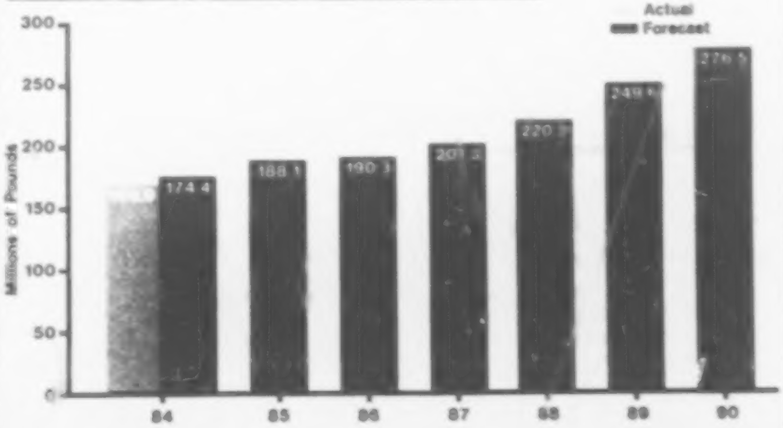
## Glass Fiber Thermoset Composites In Light/Heavy Trucks 1985-1990

### Thermoset Composite Use by Application (Millions of Lbs.)



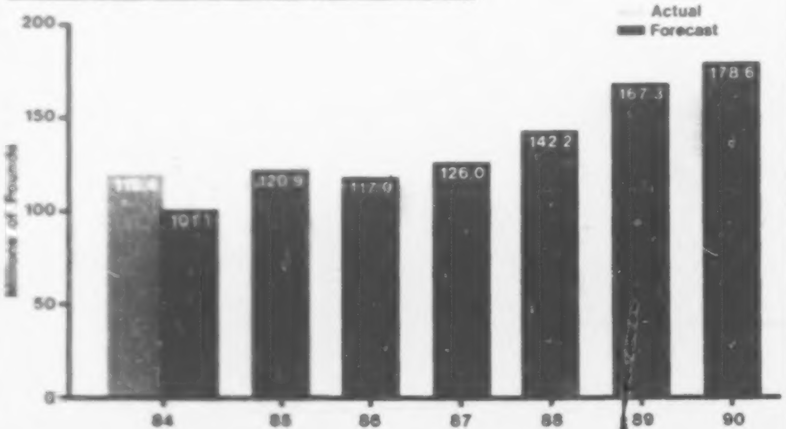
## Glass Fiber Thermoset Composites In Automobiles 1985-1990

### Thermoset Composite Use in Automobiles



## Glass Fiber Thermoset Composites In Light/Heavy Trucks 1985-1990

### Thermoset Composite Use in Trucks



# SUPPLIERS

Passenger-car tire imports in the U.S. climbed 8.8 percent in 1985 to a record 32.7 million, according to the U.S. Department of Commerce. Japan was the No. 1 exporter of tires to the U.S., increasing shipments 24.8 percent in 1985. Imported tires accounted for 23.2 percent of the passenger-car tire replacement market in the U.S. in 1985 compared to 20.8 percent in 1984.

U.S. exports of passenger-car tires in 1985 fell 19.4 percent to 3.8 million units from 4.7 million in 1984. U.S. exports of light-truck tires and truck and bus tires improved in 1985.

## Passenger-Car Tire Imports in U.S.

| Exporter | 1985 | 1984 | 1983 |
|---|---|---|---|
| Japan | 8,027,564 | 6,433,405 | 4,460,637 |
| Canada | 7,585,730 | 7,385,198 | 6,152,892 |
| S. Korea | 4,071,746 | 4,191,748 | 3,501,001 |
| Brazil | 3,289,575 | 2,880,197 | 801,410 |
| France | 1,993,012 | 1,790,280 | 1,920,927 |
| W. Germany | 1,724,434 | 1,980,280 | 1,317,794 |
| U. Kingdom | 1,298,330 | 610,394 | 767,763 |
| Italy | 1,025,091 | 870,562 | 782,786 |
| E. Germany | 752,681 | 523,010 | 599,393 |
| Spain | 524,501 | 993,972 | 886,563 |
| Others | 2,544,056 | 2,459,717 | 1,820,264 |
| Total | 32,777,660 | 30,118,763 | 23,011,430 |

## Light-Truck Tire Imports in U.S.

| Exporter | 1985 | 1984 | 1983 |
|---|---|---|---|
| Japan | 702,917 | 495,043 | 509,839 |
| Canada | 504,890 | 460,170 | 204,159 |
| S. Korea | 457,169 | 164,828 | 94,009 |
| France | 183,682 | 206,214 | 41,812 |
| Spain | 67,127 | 8,380 | 802 |
| Others | 295,292 | 217,830 | 155,317 |
| Total | 2,211,077 | 1,552,465 | 1,005,938 |

## Truck & Bus Tire Imports in U.S.

| Exporter | 1985 | 1984 | 1983 |
|---|---|---|---|
| Japan | 1,836,101 | 1,596,815 | 1,277,069 |
| Canada | 1,205,029 | 1,321,392 | 834,146 |
| S. Korea | 978,868 | 630,269 | 513,591 |
| France | 237,861 | 309,058 | 147,907 |
| Brazil | 225,032 | 116,247 | 25,050 |
| Others | 1,108,378 | 1,056,961 | 729,503 |
| Total | 5,595,106 | 5,030,742 | 3,527,266 |

## Passenger-Car Tire Exports by U.S.

| Country | 1985 | 1984 | 1983 |
|---|---|---|---|
| Canada | [illegible]045,589 | 2,407,441 | 1,815,876 |
| Japan | [illegible]81,526 | 278,027 | 286,345 |
| Venezuela | 221,164 | 568,943 | 73,155 |
| S. Arabia | 165,463 | 132,439 | 222,736 |
| Australia | 104,679 | 140,686 | 124,696 |
| W. Germany | 97,547 | 101,905 | 100,779 |
| Mexico | 87,802 | 9,980 | 6,453 |
| Trinidad | 85,154 | 74,580 | 67,236 |
| S. Korea | 62,075 | 23,009 | 6,324 |
| Italy | 57,226 | 150,293 | 37,707 |
| Total | 3,822,310 | 4,742,201 | 3,481,558 |

## Light-Truck Tire Exports by U.S.

| Country | 1985 | 1984 | 1983 |
|---|---|---|---|
| Canada | 803,888 | 642,995 | 479,169 |
| Venezuela | 81,293 | 89,898 | 15,626 |
| France | 42,369 | 50,128 | 32,079 |
| Mexico | 35,652 | 14,481 | 6,292 |
| Australia | 25,709 | 37,296 | 21,968 |
| Others | 238,036 | 271,631 | 279,936 |
| Total | 1,226,947 | 1,106,429 | 835,070 |

## Truck & Bus Tire Exports by U.S.

| Country | 1985 | 1984 | 1983 |
|---|---|---|---|
| Canada | 482,934 | 384,935 | 188,520 |
| Mexico | 9,972 | 6,949 | 3,410 |
| Bahamas | 8,900 | 1,550 | 1,811 |
| Guatemala | 5,103 | 5,111 | 1,831 |
| Honduras | 4,678 | 6,536 | 3,610 |
| Others | 40,630 | 73,903 | 31,325 |
| Total | 552,217 | 478,984 | 230,507 |

## Rubber Consumption in Tire and Tire Products by Polymer and Region (% Tire, Tire Products 1985)

(Excludes CPEC*)

| | Western Europe | North America | Asia & Oceanica | Latin America | Africa & Middle East | Weighted Average |
|---|---|---|---|---|---|---|
| SBR Solid | 67.0 | 71.9 | 70.1 | 70.0 | 60.0 | 69.6 |
| SBR Latex | 6.0 | 6.2 | 3.1 | 30.0 | 2.0 | 6.1 |
| Polybutadiene | 72.0 | 76.5 | 68.6 | 88.0 | 90.0 | 74.8 |
| Ethylene-Propylene | 0.0 | 6.0 | 10.6 | 2.0 | 0.0 | 7.4 |
| Chloroprene | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Nitrile | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Other Synthetic** | 64.0 | 50.1 | 75.1 | 83.0 | 80.0 | 62.6 |
| Total Synthetic | 49.0 | 53.9 | 56.9 | 69.0 | 61.0 | 54.4 |
| Natural | 65.0 | 73.6 | 63.4 | 81.0 | 78.0 | 67.7 |
| Total Rubber | 55.0 | 60.0 | 59.0 | 72.0 | 70.0 | 59.2 |

*Centrally Planned Economy Countries (Russia, Eastern Europe).
**Includes Butyl and Polyisoprene.

Machine tool shipments in 1985 ($2.54 billion) climbed 10.9 percent over 1984 ($2.29 billion), according to the National Machine Tool Builders' Assn.

The results included an 8-percent rise in metal-cutting machine tool shipments in 1985 to $1.74 billion from $1.61 billion in 1984, and an 18.3-percent increase in metal-forming machine tool shipments to $802 million from $679 million.

## 1985 Shipments of Cutting and Forming Machine Tools

| Month | Domestic | Foreign | TOTAL |
|---|---|---|---|
| January | $ 126,550,000 | $ 11,250,000 | $ 137,800,000 |
| February | 151,650,000 | 14,600,000 | 166,250,000 |
| March | 204,550,000 | 23,100,000 | 227,650,000 |
| April | 161,800,000 | 7,950,000 | 169,750,000 |
| May | 163,800,000 | 13,500,000 | 177,300,000 |
| June | 222,750,000 | 16,250,000 | 239,000,000 |
| July | 174,550,000 | 20,250,000 | 194,800,000 |
| August | 201,050,000 | 14,850,000 | 215,900,000 |
| September | 220,800,000 | 23,150,000 | 243,950,000 |
| October | 178,650,000 | 20,650,000 | 199,300,000 |
| November | 179,250,000 | 19,900,000 | 199,150,000 |
| December | 306,050,000 | 68,300,000 | 374,350,000 |
| 1985 Total | $2,291,450,000 | $253,750,000 | $2,545,200,000 |

## 1985 Shipments of Metal Cutting-Type Machine Tools

| Month | Domestic | Foreign | TOTAL |
|---|---|---|---|
| January | $ 80,600,000 | $ 9,150,000 | $ 89,750,000 |
| February | 98,950,000 | 9,350,000 | 108,300,000 |
| March | 140,350,000 | 18,650,000 | 159,000,000 |
| April | 98,150,000 | 5,000,000 | 103,150,000 |
| May | 110,000,000 | 8,850,000 | 118,850,000 |
| June | 149,400,000 | 13,600,000 | 163,000,000 |
| July | 111,300,000 | 13,750,000 | 125,050,000 |
| August | 137,200,000 | 5,850,000 | 143,050,000 |
| September | 158,600,000 | 16,350,000 | 174,950,000 |
| October | 114,050,000 | 15,850,000 | 129,900,000 |
| November | 126,350,000 | 13,050,000 | 139,400,000 |
| December | 223,550,000 | 64,300,000 | 287,850,000 |
| 1985 Total | $1,548,500,000 | $193,750,000 | $1,742,250,000 |

## 1985 Shipments of Metal Forming-Type Machine Tools

| Month | Domestic | Foreign | TOTAL |
|---|---|---|---|
| January | $ 45,950,000 | $ 2,100,000 | $ 48,050,000 |
| February | 52,700,000 | 5,250,000 | 57,950,000 |
| March | 64,200,000 | 4,450,000 | 68,650,000 |
| April | 63,650,000 | 2,950,000 | 66,600,000 |
| May | 53,800,000 | 4,650,000 | 58,450,000 |
| June | 73,350,000 | 2,650,000 | 76,000,000 |
| July | 63,250,000 | 6,500,000 | 69,750,000 |
| August | 63,850,000 | 9,000,000 | 72,850,000 |
| September | 62,200,000 | 6,800,000 | 69,000,000 |
| October | 64,600,000 | 4,800,000 | 69,400,000 |
| November | 52,900,000 | 6,850,000 | 59,750,000 |
| December | 82,500,000 | 4,000,000 | 86,500,000 |
| 1985 Total | $742,950,000 | $60,000,000 | $802,950,000 |

The U.S. experienced a net trade deficit of $3.14 billion for motor vehicle parts in 1984 (latest reporting period) compared with a deficit of $1.55 billion in 1983.

## Motor Vehicle Parts: U.S. Imports for Consumption and Exports of Domestic Merchandise (In thousands of dollars)

| Year | Imports | Exports | Net trade surplus or deficit (−) |
|---|---|---|---|
| 1984 | 16,980,573 | 13,836,159 | −3,144,414 |
| 1983 | 12,597,206 | 11,045,088 | −1,552,118 |
| 1982 | 9,112,226 | 10,641,745 | 1,529,519 |
| 1981 | 8,447,409 | 11,261,660 | 2,814,251 |
| 1980 | 9,453,043 | 8,847,835 | − 605,208 |
| 1979 | 10,014,145 | 8,746,822 | −1,267,323 |
| 1978 | 9,495,165 | 8,022,548 | −1,472,617 |
| 1977 | 7,986,726 | 7,481,874 | − 504,852 |
| 1976 | 6,777,330 | 6,925,631 | 148,301 |
| 1975 | 4,456,610 | 6,032,427 | 1,575,817 |
| 1974 | 4,709,598 | 5,140,802 | 431,204 |
| 1973 | 4,351,044 | 4,062,677 | − 288,367 |
| 1972 | 3,279,741 | 3,471,000 | 191,259 |
| 1971 | 2,442,349 | 2,961,634 | 519,285 |
| 1970 | 1,901,129 | 2,596,097 | 694,968 |
| 1969 | 1,618,967 | 2,726,733 | 1,107,766 |
| 1968 | 1,286,430 | 2,421,081 | 1,134,651 |
| 1967 | 788,596 | 1,900,526 | 1,111,930 |
| 1966 | 618,689 | 1,785,451 | 1,166,762 |
| 1965 | 355,050 | 1,614,845 | 1,259,795 |
| 1964 | 210,578 | 2,255,693 | 2,045,115 |

SOURCE: U.S. Dept. of Commerce; U.S. International Trade Commission.

# ET CETERA

## TV ADVERTISING EXPENDITURES BY LEADING UNITS

(Includes passenger cars and trucks)

| | 1985 | | | 1984 | | | |
|---|---|---|---|---|---|---|---|
| | Network | Spot TV | Total TV | Network | Spot TV | Total TV | Percent Change |
| Ford | 191,373,200 | 37,176,400 | 228,549,600 | 161,332,700 | 39,323,500 | 200,656,200 | + 14 |
| General Motors | 181,135,600 | 46,751,300 | 227,886,900 | 202,934,100 | 37,456,900 | 240,391,000 | − 5 |
| Chrysler | 96,194,300 | 32,227,500 | 128,421,800 | 93,637,400 | 27,446,500 | 121,083,900 | + 6 |
| Toyota | 27,793,200 | 70,939,900 | 98,733,100 | 18,544,100 | 58,337,100 | 76,881,200 | + 28 |
| Nissan | 34,859,600 | 44,973,900 | 79,833,500 | 50,665,800 | 41,022,400 | 91,688,200 | − 13 |
| American Motors | 52,690,400 | 3,811,500 | 56,501,900 | 56,621,700 | 6,068,200 | 62,689,900 | − 10 |
| Volkswagen | 34,892,300 | 15,583,100 | 50,475,400 | 22,023,900 | 15,656,600 | 37,680,500 | + 34 |
| Mazda | 38,775,600 | 5,369,000 | 44,144,600 | 26,381,900 | 4,186,600 | 30,568,500 | + 44 |
| Honda | 32,697,300 | 1,545,500 | 34,242,800 | 21,440,600 | 3,458,400 | 24,899,000 | + 38 |
| Mercedes-Benz | 17,421,500 | 4,390,100 | 21,811,600 | 13,818,000 | 422,400 | 14,240,000 | + 53 |
| Subaru | 10,523,700 | 7,061,500 | 17,585,200 | 12,615,000 | 5,247,400 | 17,862,400 | − 2 |
| BMW | 10,736,800 | 4,998,900 | 15,735,500 | 2,983,300 | 6,541,800 | 9,525,100 | + 65 |
| Mitsubishi | 0 | 15,295,800 | 15,295,800 | 0 | 14,045,500 | 14,045,500 | + 9 |
| Isuzu | 5,377,600 | 4,624,500 | 10,002,100 | 3,199,700 | 1,775,000 | 4,974,700 | + 101 |
| Volvo | 435,800 | 7,648,000 | 8,083,800 | 331,700 | 6,969,100 | 7,300,800 | + 11 |
| Porsche | 2,574,600 | 1,083,400 | 3,658,000 | 0 | 575,900 | 575,900 | + 535 |
| Jaguar | 0 | 2,416,100 | 2,416,000 | 0 | 1,414,000 | 1,414,000 | + 71 |
| Saab | 0 | 1,583,700 | 1,583,700 | 0 | 1,207,400 | 1,207,400 | + 31 |
| TOTAL | $737,258,100 | $306,721,100 | $1,043,979,200 | $689,280,300 | $274,353,100 | $963,633,400 | + 8 |

SOURCE: Television Bureau of Advertising from Broadcast Advertisers Reports data. Includes cars, vans, trucks.

## MODELS OFFERED BY LEADING IMPORTS

(As of March 1, 1986)

| | 4-Door Models | 2-Door Models | Convert-ibles | 4-Door Wagons | 1986 Totals | (Totals, March 1, 1985) |
|---|---|---|---|---|---|---|
| Alfa Romeo | 0 | 2 | 2 | 0 | 4 | (3) |
| Audi | 6 | 1 | 0 | 2 | 9 | (7) |
| Bertone# | 0 | 0 | 0 | 0 | 0 | (1) |
| BMW | 7 | 3 | 0 | 0 | 10 | (8) |
| Chevrolet Spectrum | 1 | 1 | 0 | 0 | 2 | (2) |
| Chevrolet Sprint | 1 | 1 | 0 | 0 | 2 | (1) |
| Colt (Dodge) | 3 | 2 | 0 | 0 | 5 | (5) |
| Colt (Plymouth) | 3 | 2 | 0 | 0 | 5 | (5) |
| Conquest (Dodge) | 0 | 1 | 0 | 0 | 1 | (1) |
| Conquest (Plymouth) | 0 | 1 | 0 | 0 | 1 | (1) |
| Ferrari | 0 | 4 | 1 | 0 | 5 | (4) |
| Honda* | 1 | 8 | 0 | 2 | 11 | (10) |
| Honda Acura | 3 | 2 | 0 | 0 | 5 | (0) |
| Hyundai | 5 | 0 | 0 | 0 | 5 | (0) |
| Isuzu | 1 | 3 | 0 | 0 | 4 | (2) |
| Jaguar | 2 | 1 | 0 | 0 | 3 | (3) |
| Maserati | 2 | 2 | 1 | 0 | 5 | (3) |
| Mazda | 7 | 9 | 0 | 0 | 16 | (14) |
| Mercedes-Benz | 7 | 2 | 0 | 0 | 9 | (9) |
| Merkur (Mercury) | 0 | 1 | 0 | 0 | 1 | (1) |
| Mitsubishi | 5 | 7 | 0 | 0 | 12 | (15) |
| Nissan* | 5 | 13 | 0 | 6 | 24 | (24) |
| Peugeot | 4 | 0 | 0 | 3 | 7 | (11) |
| Pininfarina# | 0 | 0 | 0 | 0 | 0 | (1) |
| Porsche | 0 | 6 | 1 | 0 | 7 | (5) |
| Renault* | 0 | 0 | 0 | 1 | 1 | (3) |
| Rolls-Royce | 3 | 1 | 1 | 0 | 5 | (5) |
| Saab | 3 | 4 | 0 | 0 | 7 | (6) |
| Subaru | 7 | 12 | 0 | 7 | 26 | (16) |
| Toyota | 10 | 14 | 0 | 4 | 28 | (31) |
| Volkswagen* | 5 | 2 | 1 | 0 | 8 | (8) |
| Volvo | 7 | 0 | 0 | 6 | 13 | (11) |
| Yugo | 0 | 1 | 0 | 0 | 1 | (0) |
| 1986 TOTALS | 98 | 106 | 7 | 31 | 242 | |
| Totals (March 1, 1985) | 85 | 95 | 9 | 27 | | (216) |

# Bertone and Pininfarina are not included among "leading import makes" for 1986.

*U.S.-built models of Honda, Renault and Volkswagen are omitted from the import model count.

## U.S. NEW-CAR INVENTORIES

(Compiled by Automotive News)

| | Unit Count | Days' Supply |
|---|---|---|
| **1977** | | |
| January 1 | 1,464,657 | 55 |
| February 1 | 1,535,279 | 66 |
| March 1 | 1,645,127 | 59 |
| April 1 | 1,697,158 | 51 |
| May 1 | 1,696,984 | 53 |
| June 1 | 1,746,603 | 52 |
| July 1 | 1,805,829 | 51 |
| August 1 | 1,762,740 | 60 |
| September 1 | 1,526,874 | 57 |
| October 1 | 1,628,237 | 62 |
| November 1 | 1,629,347 | 49 |
| December 1 | 1,709,015 | 58 |
| **1978** | | |
| January 1 | 1,730,914 | 70 |
| February 1 | 1,887,540 | 86 |
| March 1 | 1,951,780 | 74 |
| April 1 | 1,991,003 | 61 |
| May 1 | 2,007,914 | 61 |
| June 1 | 1,970,221 | 58 |
| July 1 | 1,911,089 | 53 |
| August 1 | 1,724,195 | 52 |
| September 1 | 1,510,410 | 57 |
| October 1 | 1,606,309 | 54 |
| November 1 | 1,629,382 | 48 |
| December 1 | 1,717,908 | 56 |
| **1979** | | |
| January 1 | 1,729,221 | 67 |
| February 1 | 1,872,697 | 76 |
| March 1 | 1,957,340 | 69 |
| April 1 | 1,974,082 | 62 |
| May 1 | 1,913,597 | 62 |
| June 1 | 2,033,997 | 66 |
| July 1 | 2,152,834 | 80 |
| August 1 | 2,026,315 | 73 |
| September 1 | 1,752,661 | 67 |
| October 1 | 1,751,694 | 70 |
| November 1 | 1,743,012 | 65 |
| December 1 | 1,767,097 | 73 |
| **1980** | | |
| January 1 | 1,661,718 | 75 |
| February 1 | 1,598,548 | 71 |
| March 1 | 1,610,544 | 68 |
| April 1 | 1,567,187 | 61 |
| May 1 | 1,584,804 | 76 |
| June 1 | 1,597,866 | 83 |
| July 1 | 1,627,857 | 80 |
| August 1 | 1,506,681 | 72 |
| September 1 | 1,336,595 | 69 |
| October 1 | 1,373,383 | 71 |
| November 1 | 1,389,549 | 56 |
| December 1 | 1,439,998 | 65 |
| **1981** | | |
| January 1 | 1,448,450 | 80 |
| February 1 | 1,421,023 | 78 |
| March 1 | 1,334,919 | 59 |
| April 1 | 1,216,068 | 44 |
| May 1 | 1,348,836 | 66 |
| June 1 | 1,471,656 | 70 |
| July 1 | 1,664,871 | 83 |
| August 1 | 1,675,193 | 87 |
| September 1 | 1,485,692 | 64 |
| October 1 | 1,426,922 | 69 |
| November 1 | 1,480,768 | 81 |
| December 1 | 1,491,078 | 83 |
| **1982** | | |
| January 1 | 1,471,053 | 107 |
| February 1 | 1,431,983 | 97 |
| March 1 | 1,325,073 | 70 |
| April 1 | 1,246,648 | 58 |
| May 1 | 1,260,633 | 66 |
| June 1 | 1,212,727 | 52 |
| July 1 | 1,364,214 | 78 |
| August 1 | 1,377,130 | 83 |
| September 1 | 1,379,434 | 88 |
| October 1 | 1,350,366 | 69 |
| November 1 | 1,295,704 | 69 |
| December 1 | 1,164,338 | 52 |
| **1983** | | |
| January 1 | 1,125,989 | 65 |
| February 1 | 1,180,291 | 71 |
| March 1 | 1,248,384 | 68 |
| April 1 | 1,235,313 | 55 |
| May 1 | 1,193,296 | 53 |
| June 1 | 1,194,510 | 47 |
| July 1 | 1,209,000 | 47 |
| August 1 | 1,102,103 | 48 |
| September 1 | 1,108,570 | 55 |
| October 1 | 1,195,755 | 55 |
| November 1 | 1,224,092 | 48 |
| December 1 | 1,307,756 | 55 |
| **1984** | | |
| January 1 | 1,357,995 | 63 |
| February 1 | 1,477,399 | 63 |
| March 1 | 1,537,290 | 59 |
| April 1 | 1,579,155 | 56 |
| May 1 | 1,541,985 | 53 |
| June 1 | 1,467,214 | 47 |
| July 1 | 1,445,799 | 52 |
| August 1 | 1,297,864 | 47 |
| September 1 | 1,277,484 | 57 |
| October 1 | 1,266,201 | 54 |
| November 1 | 1,296,182 | 51 |
| December 1 | 1,405,417 | 58 |
| **1985** | | |
| January 1 | 1,417,164 | 63 |
| February 1 | 1,565,456 | 65 |
| March 1 | 1,603,527 | 59 |
| April 1 | 1,572,998 | 53 |
| May 1 | 1,615,026 | 52 |
| June 1 | 1,546,188 | 50 |
| July 1 | 1,576,762 | 58 |
| August 1 | 1,579,595 | 65 |
| September 1 | 1,413,483 | 51 |
| October 1 | 1,242,071 | 36 |
| November 1 | 1,433,567 | 65 |
| December 1 | 1,605,832 | 78 |
| **1986** | | |
| January 1 | 1,629,649 | 73 |
| February 1 | 1,767,086 | 72 |
| March 1 | 1,867,265 | 73 |

## IMPORTED NEW-CAR INVENTORIES

(Compiled by Automotive News)

| | Unit Count | Days' Supply |
|---|---|---|
| **1982** | | |
| January 1 | 383,228 | 60.5 |
| February 1 | 375,784 | 56.5 |
| March 1 | 371,553 | 51 |
| April 1 | 366,059 | 49 |
| May 1 | 368,113 | 56 |
| June 1 | 399,030 | 52.5 |
| July 1 | 438,113 | 57 |
| August 1 | 429,663 | 56 |
| September 1 | 387,780 | 51 |
| October 1 | 354,500 | 48.5 |
| November 1 | 365,467 | 56 |
| December 1 | 374,775 | 51 |
| **1983** | | |
| January 1 | 380,316 | 54 |
| February 1 | 355,603 | 49 |
| March 1 | 316,745 | 41 |
| April 1 | 287,408 | 35 |
| May 1 | 294,703 | 40 |
| June 1 | 275,411 | 33 |
| July 1 | 251,787 | 28 |
| August 1 | 227,819 | 26.5 |
| September 1 | 195,418 | 25 |
| October 1 | 200,939 | 30 |
| November 1 | 217,965 | 29 |
| December 1 | 224,290 | 29 |
| **1984** | | |
| January 1 | 223,527 | 30 |
| February 1 | 205,337 | 26 |
| March 1 | 207,683 | 28 |
| April 1 | 212,315 | 27 |
| May 1 | 221,547 | 32 |
| June 1 | 213,780 | 23 |
| July 1 | 216,815 | 25 |
| August 1 | 197,688 | 24 |
| September 1 | 184,513 | 23.5 |
| October 1 | 179,171 | 24 |
| November 1 | 186,567 | 24 |
| December 1 | 232,152 | 27 |
| **1985** | | |
| January 1 | 259,033 | 32.5 |
| February 1 | 262,990 | 33 |
| March 1 | 250,216 | 31 |
| April 1 | 221,179 | 29 |
| May 1 | 262,444 | 34 |
| June 1 | 297,000 | 29 |
| July 1 | 310,221 | 31 |
| August 1 | 291,871 | 29 |
| September 1 | 293,268 | 31 |
| October 1 | 260,248 | 29 |
| November 1 | 276,006 | 28 |
| December 1 | 304,079 | 31 |
| **1986** | | |
| January 1 | 338,315 | 28 |
| February 1 | 329,798 | 36 |
| March 1 | 333,893 | 37 |

## WORLD PASSENGER CARS IN OPERATION

(As of January 1985)

| Country | 1985 |
|---|---|
| Afghanistan | 32,913 |
| Algeria | 569,501 |
| Angola | 128,946 |
| Argentina | 3,727,611 |
| Australia | 6,695,823 |
| Austria | 2,467,047 |
| Bahamas | 59,529 |
| Bahrain | 66,984 |
| Bangladesh | 45,681 |
| Barbados | 31,314 |
| Belgium | 3,214,734 |
| Belize | 7,781 |
| Bermuda | 20,745 |
| Bolivia | 31,938 |
| Botswana | 8,577 |
| Brazil | 9,941,272 |
| Brunei | 60,216 |
| Bulgaria | 660,000 |
| Burkina Faso | 10,308 |
| Burma | 28,729 |
| Cameroon | 83,989 |
| Canada | 10,690,786 |
| Central African Republic | 14,442 |
| Chile | 486,547 |
| China (Mainland) | 157,000 |
| Colombia | 1,015,435 |
| Congo (Brazzaville) | 26,182 |
| Costa Rica | 77,454 |
| Cyprus | 111,515 |
| Czechoslovakia | 2,621,488 |
| Denmark | 1,435,634 |
| Dominican Republic | 99,307 |
| Ecuador | 75,412 |
| Egypt | 439,273 |
| El Salvador | 50,756 |
| Ethiopia | 41,142 |
| Finland | 1,481,091 |
| France | 21,039,052 |
| French Indian Ocean | 132,187 |
| French Pacific Islands* | 56,445 |
| French West Indies** | 140,650 |
| Germany (DDR) | 2,940,725 |
| Germany (Fed. Republic) | 25,209,232 |
| Ghana | 60,192 |
| Gibraltar | 8,875 |
| Greece | 1,164,580 |
| Guatemala | 95,115 |
| Guyana | 29,320 |
| Haiti | 29,789 |
| Honduras | 26,504 |
| Hong Kong | 242,841 |
| Hungary | 1,345,651 |
| Iceland | 104,095 |
| India | 1,039,725 |
| Indonesia | 740,740 |
| Iran | 1,179,002 |
| Iraq | 272,358 |
| Ireland | 692,973 |
| Israel | 648,788 |
| Italy | 21,529,905 |
| Ivory Coast | 175,123 |
| Jamaica | 108,948 |
| Japan | 27,319,441 |
| Jordan | 107,736 |
| Kenya | 126,005 |
| Korean Republic | 455,023 |
| Kuwait | 567,661 |
| Lebanon | 581,769 |
| Liberia | 26,143 |
| Libya | 382,582 |
| Malagasy Republic | 49,989 |
| Malaysia | 1,023,135 |
| Mali | 21,419 |
| Malta | 87,222 |
| Mauritania | 8,341 |
| Mauritius | 30,570 |
| Mexico | 3,300,000 |
| Morocco | 463,541 |
| Mozambique | 89,103 |
| Netherlands | 4,796,037 |
| Netherlands Antilles | 69,859 |
| New Guinea | 28,397 |
| New Zealand | 1,452,573 |
| Nicaragua | 32,631 |
| Niger | 17,102 |
| Nigeria | 796,820 |
| Norway | 1,438,830 |
| Oman | 106,345 |
| Other Africa*** | 58,061 |
| Other Pacific Islands**** | 112,973 |
| Pakistan | 366,454 |
| Panama | 133,136 |
| Paraguay | 34,016 |
| Peru | 394,121 |
| Philippine Republic | 311,759 |
| Poland | 3,560,929 |
| Portugal | 1,082,370 |
| Qatar | 78,012 |
| Romania | 250,000 |
| Saudi Arabia | 900,000 |
| Senegal | 62,548 |
| Sierra Leone | 23,613 |
| Singapore | 241,483 |
| South Africa | 2,878,120 |
| Spain | 9,127,136 |
| Sri Lanka | 134,926 |
| Sudan | 35,550 |
| Surinam | 25,282 |
| Sweden | 3,065,212 |
| Switzerland | 2,586,217 |
| Syria | 108,145 |
| Taiwan | 753,708 |
| Tanzania | 42,003 |
| Thailand | 475,449 |
| Togo | 25,678 |
| Trinidad | 193,882 |
| Tunisia | 139,539 |
| Turkey | 816,058 |
| Uganda | 31,918 |
| United Arab Emirates | 230,648 |
| United Kingdom | 17,123,754 |
| Uruguay | 164,481 |
| U.S.A.***** | 126,994,029 |
| U.S.S.R. | 11,766,491 |
| Venezuela | 1,491,467 |
| Western Samoa | 3,717 |
| Yemen (Aden) | 20,649 |
| Yemen (Sana) | 11,807 |
| Yugoslavia | 2,881,226 |
| Zaire | 93,963 |
| Zambia | 100,587 |
| Zimbabwe | 181,433 |
| TOTAL | 359,889,864 |

*French Pacific Islands. **French West Indies. ***Other Africa. ****Other Pacific Islands. *****U.S.A. figure includes Puerto Rico and U.S. Virgin Islands.

NOTE: Numbers based on sales and attrition rates and do not reflect official governments' figures.

SOURCE: Strategy Support Associates.

# ET CETERA

## U.S. CAR SCRAPPAGE SINCE 1955

| | CARS IN USE ON JULY 1 | | CARS IN USE ON JUNE 30 | Growth of Cars in Use During Period | New Cars Registered 7/1-6-30 | Cars Scrapped During Period | Growth % of Cars in Use | Scrappage % of New Cars Regis. During Period | Scrappage % of Cars in Use on July1 |
|---|---|---|---|---|---|---|---|---|---|
| 1955 | 47,377,970 | 1956 | 49,803,977 | 2,426,007 | 6,738,766 | 4,312,759 | 5.1 | 64.0 | 9.1 |
| 1956 | 49,803,977 | 1957 | 51,432,460 | 1,628,483 | 5,937,636 | 4,309,153 | 3.3 | 72.6 | 8.7 |
| 1957 | 51,432,460 | 1958 | 52,492,509 | 1,060,049 | 5,281,656 | 4,221,607 | 2.1 | 79.9 | 8.2 |
| 1958 | 52,492,509 | 1959 | 55,086,761 | 2,594,252 | 5,575,893 | 2,981,641 | 4.9 | 53.5 | 5.7 |
| 1959 | 55,086,761 | 1960 | 57,102,676 | 2,015,915 | 6,364,634 | 4,348,719 | 3.7 | 68.3 | 7.9 |
| 1960 | 57,102,676 | 1961 | 58,854,380 | 1,751,704 | 6,045,822 | 4,294,118 | 3.1 | 71.0 | 7.5 |
| 1961 | 58,854,380 | 1962 | 60,919,579 | 2,065,199 | 6,425,973 | 4,360,774 | 3.5 | 67.9 | 7.4 |
| 1962 | 60,919,579 | 1963 | 63,493,277 | 2,573,698 | 7,314,715 | 4,741,017 | 4.2 | 64.8 | 7.8 |
| 1963 | 63,493,277 | 1964 | 66,051,415 | 2,558,138 | 7,877,424 | 5,319,286 | 4.0 | 67.5 | 8.4 |
| 1964 | 66,051,415 | 1965 | 68,939,770 | 2,888,355 | 8,592,728 | 5,704,373 | 4.4 | 66.4 | 8.6 |
| 1965 | 68,939,770 | 1966 | 71,263,738 | 3,023,968(1) | 9,197,480 | 6,173,512 | 4.4 | 67.1 | 9.0 |
| 1966 | 71,263,738 | 1967 | 72,967,686 | 1,703,948 | 8,688,162 | 6,984,214 | 2.4 | 80.4 | 9.8 |
| 1967 | 72,967,686 | 1968 | 75,358,034 | 2,390,348 | 8,590,365 | 6,200,017 | 3.3 | 72.2 | 8.5 |
| 1968 | 75,358,034 | 1969 | 78,494,938 | 3,136,904 | 9,485,392 | 6,348,488 | 4.2 | 66.9 | 8.4 |
| 1969 | 78,494,938 | 1970 | 80,448,463 | 1,953,525 | 9,414,509 | 7,460,984 | 2.5 | 79.2 | 9.5 |
| 1970 | 80,448,463 | 1971 | 83,137,324 | 2,688,861 | 8,709,902 | 6,021,041 | 3.3 | 69.1 | 7.5 |
| 1971 | 83,137,324 | 1972 | 86,438,957 | 3,120,633(2) | 10,178,662 | 7,058,029 | 3.8 | 69.3 | 8.5 |
| 1972 | 86,438,957 | 1973 | 89,805,159 | 3,366,202 | 11,353,586 | 7,987,384 | 3.9 | 70.4 | 9.2 |
| 1973 | 89,805,159 | 1974 | 92,607,551 | 2,802,392 | 9,996,071 | 7,193,679 | 3.1 | 72.0 | 8.0 |
| 1974 | 92,607,551 | 1975 | 95,240,602 | 2,633,051 | 8,301,759 | 5,668,708 | 2.8 | 68.3 | 6.1 |
| 1975 | 95,240,602 | 1976 | 97,818,221 | 2,577,619 | 9,406,522 | 6,828,903 | 2.6 | 72.6 | 7.2 |
| 1976 | 97,818,221 | 1977 | 99,903,594 | 2,085,373 | 10,319,298 | 8,233,925 | 2.1 | 79.8 | 8.4 |
| 1977 | 99,903,594 | 1978 | 102,956,713 | 3,053,119 | 10,960,194 | 7,907,075 | 3.1 | 72.1 | 7.9 |
| 1978 | 102,956,713 | 1979 | 104,676,507 | 1,719,794 | 11,032,068 | 9,312,274 | 1.7 | 84.4 | 9.0 |
| 1979 | 103,365,589* | 1980 | 104,563,781 | 1,198,192 | 9,603,185 | 8,404,993 | 1.2 | 87.5 | 8.1 |
| 1980 | 104,563,781 | 1981 | 105,838,582 | 1,274,801 | 8,817,281 | 7,542,480 | 1.2 | 85.5 | 7.2 |
| 1981 | 105,838,582 | 1982 | 106,867,108 | 1,028,526 | 7,949,799 | 6,921,273 | 1.0 | 87.1 | 6.5 |
| 1982 | 106,867,108 | 1983 | 108,961,215 | 2,094,107 | 8,336,651 | 6,242,544 | 2.0 | 74.9 | 5.8 |
| 1983 | 108,961,215 | 1984 | 112,018,640 | 3,057,425 | 9,732,353 | 6,674,928 | 2.8 | 68.6 | 6.1 |
| 1984 | 112,018,640 | 1985 | 114,662,333 | 2,643,693 | 10,372,287 | 7,728,594 | 2.4 | 74.5 | 6.9 |

*—Adjusted to reflect transfer of 1,310,918 window vans from passenger total.

(1)—Each year many trucks are issued passenger car license plates due to their intended usage or local state laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the estimated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

(2)—Each year vehicles registered in one state to an address in a different state have been excluded from the count of vehicles in operation. Beginning in 1971 approximately 181,000 passenger cars registered to fleets at out-of-state addresses have been included. Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

## U.S. TRUCK SCRAPPAGE SINCE 1955

| | TRUCKS IN USE ON JULY 1 | | TRUCKS IN USE ON JUNE 30 | Growth of Trucks In Use During Period | New Trucks Registered 7-1/6-30 | Trucks Scrapped During Period | Growth % of Trucks in Use | Scrappage % of New Trucks Regis. During Period | Scarppage % of Trucks in Use on July 1 |
|---|---|---|---|---|---|---|---|---|---|
| 1955 | 9,162,444 | 1956 | 9,544,082 | 381,638 | 977,895 | 596,257 | 4.2 | 61.0 | 6.5 |
| 1956 | 9,544,082 | 1957 | 9,775,950 | 231,868 | 862,171 | 630,303 | 2.4 | 73.1 | 6.6 |
| 1957 | 9,775,950 | 1958 | 10,056,567 | 280,617 | 782,862 | 502,245 | 2.9 | 64.2 | 5.1 |
| 1958 | 10,056,567 | 1959 | 10,532,145 | 475,578 | 847,663 | 372,085 | 4.7 | 43.9 | 3.7 |
| 1959 | 10,532,145 | 1960 | 10,802,959 | 270,814 | 961,382 | 690,568 | 2.6 | 71.8 | 6.6 |
| 1960 | 10,802,959 | 1961 | 11,042,770 | 239,811 | 886,602 | 646,791 | 2.2 | 73.0 | 6.0 |
| 1961 | 11,042,770 | 1962 | 11,463,381 | 420,611 | 996,514 | 575,903 | 3.8 | 57.8 | 5.2 |
| 1962 | 11,463,381 | 1963 | 11,902,039 | 438,658 | 1,158,697 | 720,039 | 3.8 | 62.1 | 6.3 |
| 1963 | 11,902,039 | 1964 | 12,444,964 | 542,925 | 1,322,795 | 779,870 | 4.6 | 59.0 | 6.6 |
| 1964 | 12,444,964 | 1965 | 13,126,579 | 681,615 | 1,417,590 | 735,975 | 5.5 | 51.9 | 5.9 |
| 1965 | 13,126,579 | 1966 | 14,356,591 | 530,012(1) | 1,603,605 | 1,073,593 | 4.0 | 66.9 | 8.2 |
| 1966 | 14,356,591 | 1967 | 14,988,491 | 631,900 | 1,578,549 | 946,649 | 4.4 | 60.0 | 6.6 |
| 1967 | 14,988,491 | 1968 | 15,684,917 | 696,426 | 1,556,968 | 860,542 | 4.6 | 55.3 | 5.7 |
| 1968 | 15,684,917 | 1969 | 16,586,368 | 901,451 | 1,867,454 | 966,003 | 5.7 | 51.7 | 6.2 |
| 1969 | 16,586,368 | 1970 | 17,687,505 | 1,101,137 | 1,938,310 | 837,173 | 6.6 | 43.2 | 5.0 |
| 1970 | 17,687,505 | 1971 | 18,462,287 | 774,782 | 1,818,659 | 1,043,877 | 4.4 | 57.4 | 5.9 |
| 1971 | 18,426,287 | 1972 | 19,772,938 | 1,310,651 | 2,358,682 | 1,048,031 | 7.1 | 44.4 | 5.7 |
| 1972 | 19,772,938 | 1973 | 21,411,931 | 1,638,993 | 2,846,529 | 1,207,536 | 8.3 | 42.4 | 6.1 |
| 1973 | 21,411,931 | 1974 | 23,312,245 | 1,900,314 | 2,947,521 | 1,047,207 | 8.9 | 35.5 | 4.9 |
| 1974 | 23,312,245 | 1975 | 24,812,843 | 1,500,598 | 2,408,297 | 907,699 | 6.4 | 37.7 | 3.9 |
| 1975 | 24,812,843 | 1976 | 26,560,296 | 1,747,453 | 2,844,910 | 1,097,457 | 6.6 | 38.6 | 4.4 |
| 1976 | 26,560,296 | 1977 | 28,221,661 | 1,661,365 | 3,329,018 | 1,667,653 | 5.9 | 50.1 | 6.3 |
| 1977 | 28,221,661 | 1978 | 30,564,701 | 2,343,040 | 3,769,334 | 1,426,294 | 8.3 | 37.8 | 5.1 |
| 1978 | 30,564,701 | 1979 | 32,582,991 | 2,018,290 | 3,934,432 | 1,916,142 | 6.6 | 48.7 | 6.3 |
| 1979 | 33,893,909* | 1980 | 35,267,535 | 1,373,626 | 3,105,296 | 1,731,670 | 4.1 | 55.8 | 5.1 |
| 1980 | 35,267,535 | 1981 | 36,069,197 | 801,662 | 2,320,208 | 1,518,546 | 2.3 | 65.4 | 4.3 |
| 1981 | 36,069,197 | 1982 | 36,986,537 | 917,340 | 2,376,135 | 1,458,795 | 2.5 | 61.4 | 4.0 |
| 1982 | 36,986,537 | 1983 | 38,143,304 | 1,156,767 | 2,647,738 | 1,490,971 | 3.1 | 56.3 | 4.0 |
| 1983 | 38,143,304 | 1984 | 40,142,872 | 1,999,568 | 3,601,457 | 1,601,889 | 5.2 | 44.5 | 4.2 |
| 1984 | 40,142,872 | 1985 | 42,386,882 | 2,244,010 | 4,344,130 | 2,100,120 | 5.6 | 48.3 | 5.2 |

*-Adjusted to reflect transfer of 1,310,918 window vans from passenger car total to truck total.

(1)—Each year many trucks are issued passenger car license plates due to their intented usage or local states laws. Beginning in 1966 VIN prefixes were used to achieve an accurate means of identifying these trucks in all states. The 1965 growth and scrappage figures have been adjusted to reflect the esitmated 700,000 trucks which were selected from the passenger car file and properly counted as trucks.

Note: Adjustments for the absence of Oklahoma and other states have been made where applicable.

R.L. POLK & CO. MOTOR STATISTICAL DIVISION

## 1986 U.S. MODELS BY MARKET CLASS

| | 4-Door Models | 2-Door Models* | Convert-ibles | 4-Door Wagons | 1986 Totals | (Final 1985 Totals) |
|---|---|---|---|---|---|---|
| **SUBCOMPACTS**** | 22 | 40 | 2 | 4 | 68 | (71) |
| Accord | 3 | 2 | 0 | 0 | 5 | (5) |
| Alliance | 3 | 3 | 2 | 0 | 8 | (8) |
| Charger | 0 | 3 | 0 | 0 | 3 | (3) |
| Chevette | 1 | 1 | 0 | 0 | 2 | (2) |
| Daytona | 0 | 2 | 0 | 0 | 2 | (3) |
| Encore | 2 | 4 | 0 | 0 | 6 | (6) |
| Escort | 2 | 4 | 0 | 2 | 8 | (12) |
| Escort EXP | 0 | 2 | 0 | 0 | 2 | (3) |
| Fiero | 0 | 4 | 0 | 0 | 4 | (4) |
| Golf/GTI | 1 | 2 | 0 | 0 | 3 | (3) |
| Horizon | 2 | 0 | 0 | 0 | 2 | (2) |
| Laser | 0 | 3 | 0 | 0 | 3 | (2) |
| Lynx | 2 | 4 | 0 | 2 | 8 | (7) |
| Nova | 2 | 0 | 0 | 0 | 2 | (1) |
| Omni | 3 | 0 | 0 | 0 | 3 | (3) |
| Pontiac 1000 | 1 | 1 | 0 | 0 | 2 | (2) |
| Sentra | 0 | 3 | 0 | 0 | 3 | (3) |
| Turismo | 0 | 2 | 0 | 0 | 2 | (2) |
| **COMPACTS** | 22 | 43 | 8 | 14 | 87 | (81) |
| Aries | 3 | 3 | 0 | 2 | 8 | (8) |
| Camaro | 0 | 3 | 0 | 0 | 3 | (3) |
| Capri | 0 | 2 | 0 | 0 | 2 | (2) |
| Cavalier | 3 | 6 | 1 | 3 | 13 | (7) |
| Cimarron | 1 | 0 | 0 | 0 | 1 | (1) |
| Eagle | 1 | 0 | 0 | 2 | 3 | (3) |
| Firebird | 0 | 3 | 0 | 0 | 3 | (3) |
| Firenza | 2 | 4 | 0 | 1 | 7 | (6) |
| LeBaron | 1 | 1 | 3 | 1 | 6 | (6) |
| Mustang | 0 | 4 | 2 | 0 | 6 | (6) |
| Reliant | 3 | 3 | 0 | 2 | 8 | (8) |
| Skyhawk | 2 | 6 | 0 | 2 | 10 | (7) |
| Sunbird | 2 | 4 | 2 | 1 | 9 | (11) |
| Tempo | 2 | 2 | 0 | 0 | 4 | (6) |
| Topaz | 2 | 2 | 0 | 0 | 4 | (4) |
| **INTERMEDIATES** | 41 | 38 | 2 | 17 | 98 | (75) |
| Bonneville | 3 | 0 | 0 | 0 | 3 | (3) |
| Calais | 2 | 2 | 0 | 0 | 4 | (2) |
| Caravelle | 2 | 0 | 0 | 0 | 2 | (1) |
| Celebrity | 1 | 1 | 0 | 2 | 4 | (4) |
| Century | 3 | 2 | 0 | 2 | 7 | (8) |
| Citation | 0 | 0 | 0 | 0 | 0 | (2) |
| Cougar | 0 | 3 | 0 | 0 | 3 | (3) |
| Cutlass Ciera | 2 | 4 | 0 | 1 | 7 | (5) |
| Cutlass Supreme | 2 | 3 | 0 | 0 | 5 | (5) |
| Dodge 600 | 2 | 1 | 2 | 0 | 5 | (4) |
| Grand Am | 3 | 3 | 0 | 0 | 6 | (2) |
| Grand Prix | 0 | 4 | 0 | 0 | 4 | (3) |
| Lancer | 2 | 0 | 0 | 0 | 2 | (2) |
| LeBaron GTS | 2 | 0 | 0 | 0 | 2 | (2) |
| LTD | 2 | 0 | 0 | 1 | 3 | (4) |
| Marquis | 2 | 0 | 0 | 2 | 4 | (4) |
| Monte Carlo | 0 | 3 | 0 | 0 | 3 | (2) |
| New Yorker | 1 | 0 | 0 | 0 | 1 | (1) |
| Pontiac 6000 | 4 | 2 | 0 | 3 | 9 | (7) |
| Regal | 0 | 4 | 0 | 0 | 4 | (3) |
| Sable | 2 | 0 | 0 | 2 | 4 | (0) |
| Skylark ('85) | 0 | 0 | 0 | 0 | 0 | (2) |
| Somerset/Skylark | 2 | 3 | 0 | 0 | 5 | (2) |
| Taurus | 4 | 0 | 0 | 4 | 8 | (0) |
| Thunderbird | 0 | 3 | 0 | 0 | 3 | (4) |
| **STANDARD SIZE** | 16 | 9 | 0 | 9 | 34 | (30) |
| Buick LeSabre | 2 | 2 | 0 | 1 | 5 | (5) |
| Chevrolet Caprice | 3 | 1 | 0 | 1 | 5 | (4) |
| Dodge Diplomat | 2 | 0 | 0 | 0 | 2 | (2) |
| Ford LTD Crown Victoria | 2 | 2 | 0 | 4 | 8 | (4) |
| Mercury Grand Marquis | 2 | 2 | 0 | 1 | 5 | (5) |
| Oldsmobile Delta 88 | 2 | 2 | 0 | 1 | 5 | (6) |
| Plymouth Gran Fury | 1 | 0 | 0 | 0 | 1 | (1) |
| Pontiac Parisienne | 2 | 0 | 0 | 1 | 3 | (3) |
| **LUXURY** | 18 | 14 | 1 | 1 | 34 | (38) |
| Buick Electra | 3 | 2 | 0 | 1 | 6 | (7) |
| Cadillac (rwd) | 1 | 0 | 0 | 0 | 1 | (2) |
| Cadillac (fwd) | 2 | 2 | 0 | 0 | 4 | (4) |
| Cadillac Limousine | 2 | 0 | 0 | 0 | 2 | (1) |
| Chrysler Fifth Avenue | 1 | 0 | 0 | 0 | 1 | (1) |
| Chrysler Limousine | 1 | 0 | 0 | 0 | 1 | (1) |
| Continental | 2 | 0 | 0 | 0 | 2 | (3) |
| Corvette | 0 | 1 | 1 | 0 | 2 | (1) |
| Eldorado | 0 | 1 | 0 | 0 | 1 | (2) |
| Lincoln | 3 | 0 | 0 | 0 | 3 | (3) |
| Mark VII | 0 | 3 | 0 | 0 | 3 | (4) |
| Oldsmobile 98 | 2 | 2 | 0 | 0 | 4 | (4) |
| Riviera | 0 | 2 | 0 | 0 | 2 | (3) |
| Seville | 1 | 0 | 0 | 0 | 1 | (1) |
| Toronado | 0 | 1 | 0 | 0 | 1 | (1) |
| 1986 TOTALS | 119 | 144 | 13 | 45 | 321 | |
| 1985 TOTALS (end of model year) | 108 | 136 | 13 | 38 | | (295) |

*Two-door total includes hatchbacks, which some makers list as three-door models.

**In the Subcompact listing, totals for Honda (Accord), Nissan (Sentra), Renault (Alliance and Encore) and Volkswagen (Golf/GTI) include only U.S.-built models.

## 1984 MEDIA SPENDING BY LEADING VEHICLE MANUFACTURERS

### Thousands of dollars

| | Newspapers | Magazines | Farm pub. | Network TV | Spot TV | Network Radio | Spot Radio | Outdoor | Unmeasured | Total 1984 | Total 1983 |
|---|---|---|---|---|---|---|---|---|---|---|---|
| General Motors | 109,359 | 96,064 | 1,612 | 231,443 | 38,520 | 6,746 | 30,836 | 3,176 | 242,888 | 763,800 | 674,850 |
| Ford Motor Co. | 62,083 | 97,101 | 3,115 | 164,253 | 39,500 | 1,525 | 10,787 | 2,174 | 171,969 | 559,400 | 484,147 |
| Chrysler Corp. | 34,962 | 61,596 | 566 | 93,637 | 27,446 | 4,141 | 18,777 | 1,567 | 72,360 | 317,400 | 231,278 |
| Nissan | 13,170 | 15,022 | — | 50,666 | 40,919 | — | 7,584 | 846 | 34,925 | 164,200 | 123,885 |
| Toyota | 14,913 | 15,403 | 183 | 18,544 | 58,377 | 54 | 5,263 | 1,793 | 17,980 | 137,900 | 123,897 |
| American Honda | 9,001 | 15,053 | — | 54,944 | 8,034 | 2,647 | 6,736 | 116 | 37,013 | 134,700 | 114,700 |
| American Motors | 7,572 | 21,880 | — | 56,622 | 6,074 | — | 1,206 | 746 | 25,829 | 120,500 | 101,691 |
| VW of America | 11,051 | 33,515 | — | 22,024 | 16,236 | — | 843 | 774 | 18,418 | 103,000 | 112,882 |
| Mazda | 3,018 | 16,857 | — | 26,382 | 4,187 | — | — | 6 | 19,965 | 71,797 | 75,165 |
| INDUSTRY TOTAL | 265,109 | 372,491 | 5,476 | 718,515 | 230,293 | 15,113 | 82,032 | 11,218 | 641,367 | 2,372,697 | 2,042,495 |

Expenditures based on Advertising Age estimates.

## LOCAL ADVERTISING BY FRANCHISED DEALERS

(Estimated totals in millions spent in 1985 by all dealers)

| | |
|---|---|
| **By Media Used** | |
| Newspapers | $1,654 |
| Radio | 635 |
| TV | 407 |
| Direct Mail | 99 |
| Outdoor (Billboards, Signs) | 46 |
| Displays, Demonstrations | 25 |
| Programs (Theater, Sports, School, etc.) | 21 |
| Handouts, Handbills | 9 |
| Other | 19 |
| TOTAL | $2,915 |
| **By Type of Advertising** | |
| New Vehicle | $1,545 |
| Used Vehicle | 807 |
| Institutional | 315 |
| Service | 248 |
| TOTAL | $2,915 |

Source: NADA Data for 1985; NADA Industry Analysis Dept.

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American Iron and Steel Institute
%Hill and Knolton Inc.
633 Third Ave.
New York, NY 10017
Phone: 212-697-5600

Automotive Industry Data, Ltd.
34 St. John St.
Lichfield, Staffs. WS13 6PB
England
Phone: 44-5432-57295
or contact Bemco, Inc.
P.O. Box 491
South Norwalk, CT 06856
Phone: 203-327-5514

International Institute of
Synthetic Rubber Producers
2077 South Gessner Rd., Suite 133
Houston, TX 77063
Phone: 713-783-7511

International Magnesium Assn.
120 W. Second St.
Hulman Bldg., 20th Floor
Dayton, OH 45402
Phone: 513-228-3574

Japan Automobile Mfrs. Assn.
1050 17th St. N.W.
Washington, D.C. 20036
Telex: 248-493 (248-493 JAMA UR)
Phone: 202-296-8537

Motor Vehicle Mfrs. Assn.
300 New Center Bldg.
Detroit, MI 48202
Phone: 313-872-4311

Motor Vehicle Mfrs. Assn.
25 Adelaide Street, E., Ste. 1602
Toronto, Ont. M5CIY7
Canada
Phone: 416-364-9333

National Automobile Dealers Assn.
8400 Westpark Dr.
McLean, VA 22102
Phone: 703-821-7000

National Auto Dealers Assn.
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McLean, VA 22102
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National Machine Tool Builders Assn.
7901 West Park Dr.
McLean, VA 22101
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Owens-Corning Fiberglas
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Phone: 419-248-8657

R.L. Polk Co.
431 Howard St.
Detroit, MI 48231
Phone: 313-961-9470

Recreation Vehicle Industry Assn.
1896 Preston White Dr.
P.O. Box 2999
Reston, VA 22091
Phone: 703-620-6003

Rubber Manufacturers Assn.
1901 Pennsylvania Ave. N.W.
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Phone: 202-682-4800

SPI Reinforced Plastics/Composites Inst.
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New York, NY 10017
Phone: 212-503-0600

Strategy Support Associates
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Garfield Heights, OH 44125
Phone: 216-581-6323

Television Bureau of Advertising
477 Madison Ave.
New York, NY 10022
Phone: 212-486-1111

Zinc Institute
292 Madison Ave.
New York, NY 10017
Phone: 212-679-6020

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